ANNUAL MEETING NATIONAL MESSALE DRUGGISTS ASSOCIATION CHICAGO, 1900.





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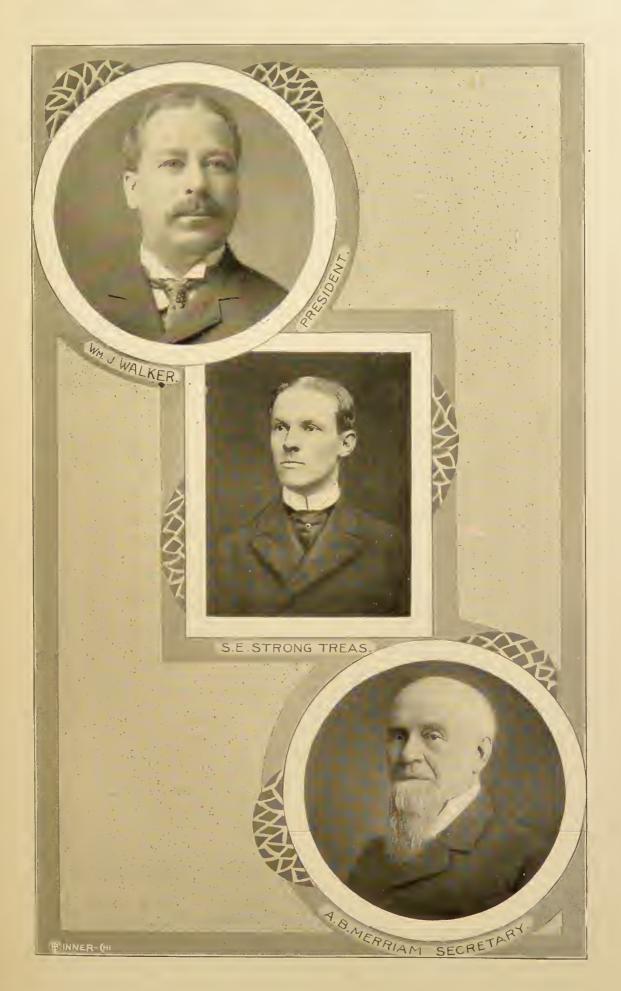
210 Ceylon Building, Chicago, Ill.

CORRECTION.

On pages 426 and 454 Norwich Pharmacal Co., Norwich, Conn., should read: Norwich, New York.









PROCEEDINGS

OF THE

National Wholesale Druggists Association

IN CONVENTION AT

CHICAGO, ILLINOIS.

THE AUDITORIUM HOTEL,

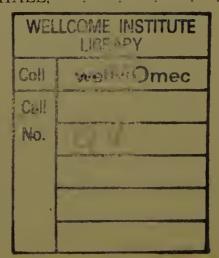
September 17th to 22d, 1900.

T. E. Crossman, Official Stenographer.

> CHICAGO MARSH & GRANT CO. 1900

Officers 1900-1901.

PRESIDENT. WILLIAM J. WALKER, . . . ALBANY, N. Y. FIRST VICE-PRESIDENT. FRANK S. CHURCHILL, . . . Burlington, IA. SECOND VICE-PRESIDENT. FREDERICK M. ROBINSON, . . New York, N Y. THIRD VICE-PRESIDENT. E. C. SMITH, FOURTH VICE-PRESIDENT. H. W. WILLIAMS, FORT WORTH, TEX. FIFTH VICE-PRESIDENT, . . . SAN FRANCISCO, CAL. C. F. MICHAELS, SECRETARY. TREASURER. CLEVELAND, O. S. E. STRONG, . BOARD OF CONTROL. Atchison, Kas. J. C. FOX, JAMES McCORD, La Crosse, Wis. Boston, Mass. Louisville, Ky. M. CAREY PETER, CLEVELAND, O. LUCIEN B. HALL,



PRESIDENTS

OF THE

Western Wholesale Druggists Association.

Name Changed Nov. 8, 1882,

TO

National Wholesale Druggists Association.

March 15, 1876, Indianapolis,			. Ја	MES RICHA	ARDSON
February 14, 1877, Pittsburgh,			. Ја	MES RICHA	ARDSON
February 13, 1878, Louisville,				Arthur	PETER
November 13, 1878, Chicago,				Тнома	s Lord
November 13, 1879, Milwaukee,			. H	IENRY H. E	Button
November 10, 1880, Detroit,	١.	7	Гнеороі	RE H. HING	CHMAN
November 9, 1881, Cincinnati,			. Ј	AMES S. B	URDSAL
November 8, 1882, Cleveland,				HORACE E	BENTON

NAME CHANGED NOV. 8, 1882.

TO

National Wholesale Druggists Association.

PRESIDENTS—Continued.

October 17, 1883, New York City, . WILLIAM A. GELLATLY
October 22, 1884, St. Louis, Christian F. G. Meyer
October 20, 1885, Philadelphia, Mahlon N. Kline
September 27, 1886, St. Paul-Minneapolis Daniel R. Noyes
August 23, 1887, Boston, E. Waldo Cutler
September 11, 1888, Saratoga, George A. Kelly
October 22, 1889, Indianapolis, Peter VanSchaack
October 2, 1890, Washington, D. C., Daniel Stewart
October 21, 1891, Louisville, Wm. A. Robinson
September 21, 1892, Montreal, James E. Davis
October II, 1893, Detroit, Frank A. Faxon
October 1, 1894, New York City, Thos. F. Main
September 4, 1895, Denver, J. C. Eliel
October 5, 1896, Philadelphia, John B. Purcell
October 13, 1897, Richmond, Charles F. Weller
October 20, 1898, St. Louis, Cyrus P. Walbridge
October 12, 1899, Niagara Falls, Edward C. Frisbie
September 20, 1900, Chicago, WILLIAM J. WALKER

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TWENTY-SIXTH ANNUAL MEETING

OF THE'

National Wholesale Druggists Association,

AT

CHICAGO, ILLINOIS,

SEPTEMBER 17, 18, 19, 20. 21, 22, 1900.

FIRST SESSION.

Tuesday, September 18, 1900.

President E. C. Frisbie, of Hartford, Conn., called the meeting to order in the Banquet Hall of the Auditorium Hotel at 10 o'clock A. M.

President Frisbie—Members of the National Wholesale Druggists' Association: I take great pleasure in calling the twenty-sixth annual meeting of the association to order. We have the pleasure of having the opening meeting of the Proprietary Association of America held jointly with us. I do not believe it would be proper for me to proceed to tell you of the beauties of this great city of Chicago. If I did, his Honor, the Mayor, or his representative, would have nothing upon which to base a proper address of welcome; and I will therefore leave that to him. There is one point, however, on which I think there is a great deal of curiosity. It is well known that Chicago makes an effort to be the foremost city in

everything, and lately I see it announced that it has gone into the expansion business. They have taken in a little territory adjacent to the city—taken it in without the consent of those who were governing that territory, taking it by force of action. Perhaps it is a pardonable curiosity on our part to know why a man of Mayor Harrison's ideas, one who takes the stand on the political evolutions and assuming the titles which he does, should take the step which he has taken. If, on the other hand, he does not stand as an expansionist, I think somewhere back in his family there must be a strain of drug blood, because lately it has come to our attention that absorption is the proper element in our business. Therefore, if the city of Chicago through its representative, is not an expansionist, it must be an absorptionist. I will leave this matter, however, to the representative of the Mayor to explain; and I have the pleasure of presenting to you Mr. E. Allen Frost, deputy comptroller, representing the city of Chicago.

ADDRESS OF WELCOME.

Mr. Frost—Mr. President and Gentlemen of the Association: Referring to the remarks of your worthy president on "expansion" and "absorption," and speaking for the Mayor as an absorptionist, I can certainly say that nothing would be more delightful to Chicago than to absorb all you gentlemen and the interests which you represent, body and soul. The type of men assembled in this meeting this morning is the type of men which made Chicago famous. The enterprise, push and energy you have thrown into your business, the details and the mastery of the same, your competition with the world

and the wonderful progress you have made therein, not only make you honored citizens of this great country, but would make you noble sons of Chicago. On behalf of the Mayor, I will say that we would be glad—the city would be glad, the business men of Chicago would be glad—to have you not only sojourn with us a few days, but to sojourn with us during your entire business careers. On behalf of the city, it is my great pleasure to welcome you and extend the greetings of the great city of Chicago. It is particularly gratifying to welcome you at this time, because your organization typifies the merchant, and the merchant at his best, to whom the city of Chicago owes so much.

The history of Chicago, and its marvelous growth, is so largely the history of its merchants that a brief reference to them cannot be without interest. The merchants of Chicago have levied tribute upon the entire world. Their energy and their perseverance and their enterprise have changed the "I will" of Chicago to the "I have." In October, 1871, the smoking ruins of the city gave little promise—little outward promise—of the white city of 1893, but even then the indomitable will of her merchant citizens, although depressed by the loss of their fortunes, was unconsciously but surely fashioning the vision of a glorious court of honor, the triumph of peace. Save when greed has temporarily conquered humanity, the path of the merchant has been the path of peace. This is particularly true of your calling. The presents that the wise men of the East brought to the cradle of human liberty mark the gathering of myrrh, incense and fragrant spices by the wholesalers of Arabia and Mesopotamia. The use of your merchandise for the alleviation of human suffering established the high standard of your calling, and from that time until the present

you have been in the vanguard in the distribution and bringing home to the people of the world all the health-giving discoveries of science. You first encouraged the use of an anæsthetic. It was due to the labors of many of you, perhaps to the efforts of some of the gentlemen I am now addressing today, that the use and distribution of ether was made so general, which caused the breaking down of the horrible doctrine that to alleviate human pain was sinful. The earnestness and faith which you have brought to the performance of your duty in the compounding of your medicines has enabled many worn doctors to bring much of that herb called "heart-ease" to stricken homes.

In your representative capacity, I have no doubt as the result of your deliberations many of the problems which confront you as merchants may be rightfully solved, or at least steps taken which will aid in their early and correct solution. A more equitable adjustment and distribution of the war tax is undoubtedly demanded and should be made for the benefit of your business and the benefit of the people at large.

Then, again, you might, by concerted action, be able to secure a more stringent law on the part of Congress to protect your body and the consumers at large against impure and adulterated drugs. The tendency of all business—and you, gentlemen, typify this in a very marked degree—is unquestionably, in this country, to raise it to a better standard. Commercial honor is coming to be as the bond of the Roman—the word of a merchant is good. In order to do this and protect the consumer, who is largely without the protection that business throws around you, it is necessary, or at least desirable, that legislation be had making the inspection of drugs as rigid and constant as the inspection of foods. Pure food

and pure drugs cannot but make pure men, and pure men make our country what it is—the beacon light to all men of the whole world.

Our proprietary friends have been the best patrons of the art of printing. New fonts of type have been made, new processes of color printing have been discovered and perfected, and magazines of reasonable price have been made possible by the support and means thrown by proprietary men into their circulation. I suppose there have been many jokes cracked at the expense of your business, and did I not know that the numerous ones laughingly given when the pyramids were young have since all been embalmed in the yellow and green covered books of our proprietary friends, I would make some myself; but under the circumstances I refrain.

I am sure you will feel welcome even if no merry jest greets you. The town is yours. Its beautiful parks, its drives, its lakes, its stock yards, its drainage canal, are all yours. Do with them as you please—we give you the liberty of the city. Beware of tunnel explosions and knock-out drops, the remedy for which has never been found in Chicago. Paint the town red, and in case you need the paint you can secure a good quality from our old friend, the Salamander druggist.

In the name of the city, gentlemen, I welcome you. You are thrice welcome, and we hope the results of your deliberations may be good for the city and your associations, and that the fine program prepared by your excellent committee will make it possible for you to enjoy your visit with us, and we hope to have the pleasure of your presence many times again in our city. You are thrice welcome. [Applause.]

President Frisbie—We have listened with great pleasure to the remarks of Mr. Frost. I think, from the able

manner in which he discussed so many of the points of our business, perhaps somewhere in his family there is a druggist. We should like to have him join our ranks so that he may be able to guide us, as no doubt he would be able to do judging from the able manner in which he has addressed us. I will now call upon Mr. J. C. Eliel, of Minneapolis, to respond to the address of welcome by Mr. Frost.

Mr. Eliel-Mr. President and Gentlemen of the Association: I am sure it is a very great pleasure to me to be asked to respond to the eloquent words of the gentleman who represents this municipality. In the old days the almanac makers when they got to this time of year used to write down at the side of the page, "About now expect stormy weather;" and so it seems to me that those who make up our annual proceedings might well make a marginal note, "Insert one of Eliel's old speeches." But it seems to be one of the accepted conditions that must be met and cannot be evaded. I want to call to the minds of the gentlemen here who were with us at Niagara Falls a year ago that, entirely in their interest, I not only absented myself from the initial meeting, but in order that they might hear something new, I took with me our friend from Kansas City and we went down to whisper to the Falls while you held your meeting. Had it not been for that act of generosity on my part, I believe that one of the rising orators of the Northwest would never have been discovered, because the presiding officer in that great emergency called upon my young friend, Mr. Noyes, of St. Paul, and you all remember his eloquent words. [Laughter and applause.]

Now, gentlemen, seriously, I want to say just a few words. As some of you may perhaps know, I was once a Chicago man (God knows I hope that record has been

atoned for). As I stood yesterday in one of the eddies, as it were, of this great human tide which surges back and forth through these streets, I was amazed and appalled at the changes that have taken place here in comparatively a few years; and the thought came to me that after all it was just the other day that the snipe and the duck built their nests and in solitude and safety reared their young in the very place where I then stood. Around them was nothing but marsh and mud and mire. and the waters of Lake Michigan, and out of this material, almost as if by magic, has sprung this wonderful city. I was impressed with the changes of things mundane, and somehow out of the convolutions of my brain there came back to me in that moment another vision of a salty, marshy field, and I saw again spread before me the beautiful bow of the Neapolitan Bay, and beyond, silhouetted against the blue Italian sky, those magnificent ruins that today mark all that is left of the glory of ancient Paestum; and I wondered how long it would be before in this spot the lake would again claim its own and all this teeming multitude would be swept away and what manner of man it would be who would ruminate upon the tangled and twisted skeletons of your wonderful buildings as we today upon the pomp and circumstance of ancient Rome. For, Mr. President, it was not in those days alone that people built temples to the gods they worshiped, for we are here today gathered in a great modern temple, a temple built with feverish hands in the span almost of one human life to the twin gods of traffic and of trade.

And it adds immensely to the interest of the spectacle if we consider for a moment that we are here in the throbbing, busy, commercial heart of that great Western empire that stretches from here to the setting sun, out of every nook and cranny of which, out of the highways and byways, from field and farm, from forge and factory, from mill and mine, through a thousand veins, by river and by rail, comes to this great center the commercial life blood of that creating, producing empire, to be from here again distributed by lake and rail to the great ports of the East, and from there to every market in the world.

Mr. President, I said a moment ago that this great Western empire, of which this city is the living center, reached from here to the setting of the sun. I want to correct that statement, which yesterday was true but today is not. This great Republic is no longer willing to let the sun set upon its prospects, and when its last rays redden the hills of the golden gate, it does not mean the end of our present greatness and development, it means but the beginning of new glories to come. [Applause.] We have reached out beyond the confines of our own country, across the distant seas, under the protecting shadow of the eagle's wing, and we have in the distant isles of the seas planted the flag and all that it represents and stands for, never again, I hope, to come down until we have accomplished our beneficent purpose of progress and enlightenment in those far distant countries. [Applause.] We have followed the sinking sun until it has risen again in the glories of a brighter day in that farther East, until we can sing with Rudyard Kipling:

On the road to Mandalay,
Where the old flotilla lay,
Don't you hear their paddles thumping,
From Rangoon to Mandalay?

Come ye back to Mandalay,
Where the flying fishes play,
And the sun comes up like thunder,
Out of China, cross the Bay.

And now, gentlemen, if some of you could show me how to get back from that far country to the practical things of today which have brought together here these three great trade associations, I would be extremely obliged to him. I am like the Irishman who said: "I can fly beautiful, but I can't 'light.'" But I want to just say in conclusion that I trust our labors here may be fruitful for our common good and that when we again return to our desks and take up our daily burdens it may be with new hope and new courage. I thank you all for your kind attention. [Applause.]

President Frisbie—Unless there is objection we will continue the business without interruption, and consider the joint meeting closed and go forward with the meeting of the National Wholesale Druggists' Association. There being no objection the first business in order is calling of the roll. The Secretary will please call the roll.

Secretary Merrian—I will say to the convention the precedent was established several years ago of taking the registry on the second day as a roll call. I would like that to be done at this meeting. It saves a great deal of time and we get a complete record of the members in attendance in that way.

President Frisbie—If there is no objection the usual custom will prevail, and the record on the registry book will be considered the roll call of this meeting. The next business in order is the address of the President.

(Fifth Vice-President Lange in the Chair.)
President Frisbie read the following address:

PRESIDENT FRISBIE'S ADDRESS.

National Wholesale Druggists' Association:

Gentlemen:—It is now twenty-two years since this association, or its inceptor, met in this city. It met here on November 13, 1878, with President Arthur Peter in the chair, and at that meeting Mr. Thomas Lord of this city was elected President.

In view of the eminent gentlemen who have served you in the past, each President can but feel a sense of honor at being placed in so honorable a position, succeeding men of such strong, sterling character as those who have in the past honored us with their leadership.

I feel it a most conspicuous honor, coming, as I do, from a small city down east, to preside over your deliberations in this great metropolis,—this busy mart, probably one of the most noted examples of push, energy and prosperity to be found in the country, and as for that, upon the face of the earth.

The first record of business in this city. I believe, is in the form of a shipment of 78 bushels of wheat in the year 1838. During the past year the shipments of grains of all kinds were estimated at 222,000,000 bushels.

Chicago was first organized as a city in May, 1837, and cast a vote of 703. The population was then 4,170. In 1878, the time of the last meeting in this city, the population had grown to about 450,000; today Chicago boasts, by the last census, a population of 2,000,000.

We might go into details, and compare its growth in many lines, but if we should undertake such a task you would hear all about Chicago and nothing about our association or the purposes for which we are organized.

We, too, have made great progress. In 1876 the association was organized with a membership of 50. In 1878, at the meet-

ing in this city, the number had increased to 84. Today, our roll of membership is 400. During the past twenty-five years the progress in our business has been wonderful, I might say Aladdin-like. We have in truth gone by leaps and bounds, until today, as compared with the past, it seems almost incredible that such progress could have been made. The heavy chemical industry, by aid of electricity, has reached what would seem a perfect position. Research in chemistry has discovered new remedies, almost too numerous to mention. The proprietary branch of our business shows growth and progress equal to the other lines. So we may point with pride to our progress, due, not to chance, but to hard labor, and that indomitable push, pluck and energy which belongs to such a select body of men as compose our association, and before whom all opposition must fall, if we once use our force to its full extent.

DECEASED MEMBERS.

During the past year our association has lost, by death, six members. I feel compelled to refer to three who died shortly after our last meeting.

The first was Colonel H. H. Osgood, who died on Sunday, October 22, at Malone, N. Y., where he had gone with his wife after attending our meeting at Niagara.

I was a young man when I first knew him, and was fascinated with him, because of his sterling qualities. To know him was but to love him and honor him. At his death the respect for his memory was expressed in a simple but universal sorrow, such as never had been shown but once before in his city, and that at the death of William A. Buckingham, the War Governor of Connecticut. He deserved all the good that was said of him, and in his death we who knew him feel that we have lost a true, personal friend.

The next to follow was Mr. F. S. Calhoun, of New Haven. He was a younger associate of ours in the trade,—a most genial

and cordial gentleman,—a keen, bright business man, and had he been spared, would have made his mark in the business world.

Mr. Frederick H. Chapin was next called. He suffered a long time, yet kept up a most heroic and cheerful struggle. Mr. Chapin and I were schoolmates and had always cherished our boyhood's ties. We often met for business purposes but devoted more time to chatting about the pranks of our boyhood. This was our delight and pleasure rather than to discuss matters of business. Mr. Chapin was a scholarly gentleman, being the master of several languages, and his society was sought by students here and abroad. He was a great traveler and wrote several books upon his journeys. In his death we lose a good, true and honorable man, but he has left to his family, his associates and his friends a most notable example of noble manhood.

COMMITTEES.

Among the first duties of the President of your association is the selection of committees. It is a most difficult task to select a chairman of an important committee and a large, active working membership at the same time. Immediately after our last meeting I set about gathering information, in order to select the best material for committees. Several reports were to the effect that the members of the committees seemed to be about the same from year to year. Some wrote, "If you succeed in getting a good chairman, the other members do not cut much figure."

This is all wrong, and the sooner it is remedied, the better. The ruts and rust must be put one side so that push and energy may take their places. Progress is the order of the day, and our committees must be so organized that there will be no drones found in any one of them.

Again, under the present plan, the membership of a committee may be completely changed and some important meas-

ure left unfinished by reason of a radical change of the committee.

I believe that nearly all the committees should be continuous, and to that end I would recommend that of the majority of our committees one-third be appointed each year, to serve for three years. I also recommend that at each meeting, on or before the last day of the session, each committee shall appoint its own chairman for the following fiscal year; that the President appoint members of each committee to fill the places of those whose terms expire. I also recommend that he do not appoint a member to the same committee within a year from the expiration of the term.

I have prepared a list of committees, showing the usual number appointed on each, and other information which will assist the Board of Control when they consider this question.

While each committee has rendered good and effective service during the year, I cannot pass the subject without calling particular attention to a few of them.

THE ENTERTAINMENT COMMITTEE.

It is difficult for even the most appreciative of us to realize how much care has been taken to provide for our comfort and enjoyment during this week. No committee has given me such a report of unanimity of work of its members. Therefore, after the hard work endured at each session, you can throw away cares and annoyances of business and partake of the delights provided for you by this committee. I am sure you will all have a cheerful word of praise for them, but if you are to complain, it can only be possible by reason of their providing for too much.

FIRE INSURANCE.

The past year saw an innovation in the appointment of this committee. Firms, in place of individuals, were named as members. This was done with the idea of bringing out a more

complete interest in the subject. Probably no committee has met with greater discouragement. Their reports have been most thorough and exhaustive, yet on the whole they have not seen their reward at the hands of the association. I do not wonder that the Chairman may at times feel almost discouraged and be tempted to recommend dropping the committee. However, I strongly recommend all Chairmen to adhere faithfully to the work set before them; their recommendations may not always be adopted by the association as a whole, yet their value is never lost. Individual benefit has been received by following the advice and suggestions of the Fire Insurance Committee, and they can feel that their efforts have not been in vain. They may not know that they have been appreciated, but I have positive assurance that they have. I believe if those who have been benefited by the report of this or other committees would take pains to confer with the committee, through its Chairman, it would be most heartily appreciated, and I am sure would spur them to still further effort. Nothing is so appreciated as appreciation. "Do unto others as you would that they should do unto you."

CREDITS AND COLLECTIONS.

Year by year we see a gradual change for the better in our system of credits. Bookkeeping has passed beyond the plane of memorandum-keeping, and to-day true bookkeeping is as much a science and a study of progress as any branch or department in your business.

Keen competition has burned the candle at both ends, reducing profits at one end and increasing expenses at the other, until the successful man must know for a certainty where his profit is made. As soon as he is satisfied that there is no profit in a certain department or branch of his business, he kindly passes it over to his friendly competitor, if he can, and thus secures to himself a stronger position and places

his competitor in a weaker and less useful position to successfully urge a mercantile warfare.

Your Committee on Credits and Collections has this year made inquiry in lines not heretofore taken, and I commend the report for your careful consideration, not for to-day only, but to study during the year coming. Individual application of the suggestions they offer will be of great value to you. Heed them.

PROPRIETARY COMMITTEE AND REBATE PLAN.

It goes without saying that the report of this committee will be most eagerly anticipated. No other committee has had so much to contend with; no other has been called upon to make such personal sacrifice of time and to sink personal interests to such a degree. At the beginning of our last fiscal year the rebate plan was in great danger of abandonment; insidious plans were at work to counteract its operation; inroads had been made here and there; but Chairman Faxon and the heroic members of his committee, acting under his guidance, were able to keep the trade in line until a plan was formulated which comprised justice and equity, and which, therefore, met the approval of the three interests—the proprietor, the jobber and the retailer.

As was expected, many complaints were heard before the plan was put into operation, on August I. Quite a number complained because it did not entirely suit and was not perfect according to their ideas. Something certainly had to be done, and as certainly some sacrifice must be made. Anybody can succeed with success, but how in the name of decency can a man expect others to struggle along and carry him to success while he balks in the harness? The only way to win a battle is to fight; no army ever won by throwing down their arms and running from the field; so, I say, when troubles arise, then is the time you should give your assistance. If you cannot act in one way, act in another. Use your energy to help yourself, and then you will, as a matter of course, help others.

The Rebate Committee should not be left to fight alone. You should consider what Chairman Faxon and his committee have done and are doing for you. If you are not satisfied, say so in a kindly manner, and give your views in a friendly spirit. Such aid and comfort will do good both to the committee and to you. No committee has in charge such a great percentage of your business as this one. Upon them you have placed a great responsibility, and it is due each of you, as gentlemen, to assist the Chairman, for the sake of the great service he has rendered and the sacrifice made in your behalf, particularly during the past year. You have placed him in a position of great responsibility, and you should uphold him, for his sake and for your own. You have done this in the past; I believe you will continue this support loyally in the future, because the work is not yet complete. The plan will not be complete until, as I stated in an address in New York, "the man who violates his obligations will no longer be considered a man among men."

The plan as now adopted must have your loyal and royal support to meet with success. I warn you that you cannot afford to let it go; it has cost too much time, thought, hard labor, anxiety and money to let it go, and it now remains with you to see that you do your duty by the plan and compel others, as well, to keep their part faithfully. The man who thinks to gain temporarily by a special cut of a small per cent will do well to study his interests and the temper of his competitors before taking a rash step. He will do well to study the question from the point of an expert accountant. It is stated that the average per cent of sales of patents, compared with the total volume of sales by wholesale druggists, is 60 per cent. On this the average profit is 10 per cent gross. Twenty per cent of the balance of trade is said to be without profit, leaving only 20 per cent of the business to overcome losses and make a profit. Granting this as a fact, what will be the result if the rebate plan is abandoned? A great many say: "I turn my patents so many times a month; therefore I make money on them." This is fallacy. The average expense of the wholesale druggist is between II and II½ per cent of the total volume of his business; therefore he loses from I to I½ per cent on his sales of patents. It will not avail you anything if you turn your patents once a day or thirty times a month; you cannot avoid the cold fact that your expenses are from II to II½ per cent, and your profit on patents is but IO per cent.

Put it in other words: With the same expense—II to II½ per cent—suppose your sales are entirely patents, at a profit of 10 per cent. Don't you see that you would lose money? You may rest assured, as the saying goes, it is now "up to you" to defend your business with more energy than ever before. To-day a break in the plan means selling patents at a price which will make a 5 per cent gross profit seem a bonanza. A break in the plan would mean a speedy survival of the fittest, and consolidation of the large interests on a level which would make an expert promoter green with envy.

A few "thorns in the flesh" have apparently no regard for their agreements, and violate their signatures with impunity. What will be the result if these people carry their ends? Patents will then be sold direct to everybody, and the large customers, who are now refused by proprietors, and who are now buying of these same firms at a profit of, say, 5 per cent or less, will buy everything direct, with the result that not only will these firms lose this entire business, but the balance of proprietaries will be sold at a gross profit of from 2 to 3 per cent, and, I claim, at a net loss of from 8 to 9 per cent.

In my judgment, there is no one department of your business calling for such careful study in bookkeeping and finance as this one question of the selling of patents. Study it; study it carefully. If you consider the present plan not entirely adequate to fill the requirements of the period, you should adopt but one course; support it, and support it earnestly until you can add to it such elements as will make it perfect. It can be

done, and you can do it by giving proper support to your able Chairman of the Proprietary Committee. Remember that "United we stand, divided we fall."

DISTURBERS AND DESTROYERS OF VALUES.

During the past year one proprietor, claiming to have his goods on the rebate plan, sold direct to retailers quantities for division, giving the advantage of the lowest wholesale prices. After loading the retail trade at wholesale rates, he dropped his price and refused to give redress, notwithstanding the fact that he was, at the reduced price, getting more than double the price asked for a similar class of goods.

One patent medicine firm selling on the rebate plan has within the past three years changed prices so often that if the changes were arranged to music you could whistle the "Bonny Blue Flag" upon the changes.

Another has changed prices several times. Proprietary articles are not placed on the market like any other class of merchandise and cannot be sold on any ordinary rules of supply and demand. Therefore the price should be constant. We should demand that they be sold on a basis of stability of price. This is another argument for the maintenance of the rebate plan. The remedy is in your hands. You should consider this carefully when deciding upon your plan of dealing in patents.

SALE OF PHARMACEUTICALS.

There is a growing disposition on the part of some pharmaceutical houses to urge upon retailers quantities beyond their legitimate business requirements. Several instances have been called to my attention where retailers have been urged to take a thousand dollars amount of pharmaceuticals at the lowest jobbing discount prices, giving in payment a series of notes covering a year's time. On the basis of a credit of \$1,000 in pharmaceuticals, these same retailers would be entitled to a credit of \$10,000 on a general line, yet the jobers in nearly all the instances

mentioned to me say that they would not extend a credit beyond \$500, and a limit of sixty days. Such transactions mean that you find your customer running a larger account with you than usual, and extending his time of payment; or, in other words, you are practically furnishing him with capital with which to pay another account and at the same time losing a profit on that line of goods, which, by all business law and principle, should belong to you as a distributor of this same amount of pharmaceuticals.

Here you get a practical lesson of credits and an opportunity to show business backbone, by insisting that such unmercantile acts shall cease, or you will, as an act of self-defense, turn out the line and urge one of your own.

CRIMINAL NEGLIGENCE.

I have been surprised to find within the past year three pharmaceutical houses have put out medicines without label. One firm justified themselves on the ground that a few of their customers insist upon certain medicines being sent them without label. The other two houses can have no excuse whatever.

Goods are sent out with a blank label and nothing whatever, not even a number, to indicate the contents of the bottle. These goods are supposed to be sold to physicians only, yet the goods to a greater or less extent drift into the hands of druggists.

I cannot conceive how a physician of ordinary intelligence, or one having any reputation whatever, would dare to give to his patient a medicine sent him bearing no label. The risk is enormous, and will belong solely to the person dispensing the unknown quantity.

Immediate steps should be taken to prevent or forbid the handling of medicines except they are properly labeled. I claim, and I believe justly so, that it is a criminal act to send medicine in the manner mentioned above.

ORGANIZATION.

To protect ourselves and to prevent such imposition as I have

mentioned above, there is but one remedy. It is organization. I therefore recommend that a committee be raised to aid in forming sectional organizations and to assist in the harmonious working of organizations adjoining each other. I believe that with from twelve to fifteen, or perhaps eighteen, sectional organizations throughout the United States, we will see results which now seem impossible, and we shall increase our power beyond our fondest expectations.

THE STAMP TAX.

This association and all its allied interests have so fully stated their grievance and so properly shown the great injustice done that it is not necessary to again present this case, particularly as there now seems to be a bright prospect for an early repeal of a large portion of this tax; and we shall, in this event, I hope, be nearly, if not quite, satisfied. Good authorities seem to be of the opinion that we shall see our hopes fulfilled unless an unexpected and disastrous turn is given to our affairs in China.

FREE ALCOHOL.

During the past year the free alcohol suits have not been successful. It is not necessary to go into particulars, as you are familiar with the results. However, the effort has not been abandoned. Justice should be done, and I hope a refund will be made at least to those who can prove that they took the government at its word and reduced the cost of alcoholic preparations.

The tax as now levied on distilled goods is beyond the line of safety, and offers too great inducements to the illicit distiller. The tax should be reduced to such a low point as to legislate him out of business.

In this connection, I am requested to call attention to the tax on rectified goods. There are those who believe that the tax should be raised from \$100 per year to a special tax of 50 cents for every gallon of rectified goods, the argument being that the standard of purity would be raised above the present

level; that nothing is more harmful than most of the rectified or so-called blended goods, and that the object of rectifying is solely to increase profits.

I have no recommendation to make regarding this, but leave it with the association to act as they see fit.

THE PARK SUIT.

Our association has cause to congratulate itself upon the fact that Judge Russell sustains the demurrer filed by our attorneys. The details will be submitted by Chairman Kline.

IN CONCLUSION.

The past two years have been years of unusual prosperity for all classes of trade, and we have, I believe, had our full share. During the past four months we have seen large advances of values in many articles and really some rapid advances in prices, and the year bids fair to end under pleasing and prosperous circumstances.

I have, in my address, intended to keep within practical lines and to speak with firmness, yet with moderation, so as to deserve your consideration of my views. I again ask you to stand firmly and bravely for your proper rights and not to be swerved from that course. You will then fulfill our motto: "They builded better than they knew."

Vice-President Lange—Gentlemen: I am sure we have all listened with much pleasure and benefit to the address of our President, Mr. Frisbie, and I will name as a Committee on the President's Address, Mr. Daniel R. Noyes, Mr. M. Carey Peter and Mr. Charles F. Weller.

President Frisbie—The next business in order is the election of members. Is the Committee on Membership ready to report? Is Mr. Benjamin, Chairman of the Committee, in the room? As Mr. Benjamin is not pres-

ent we will proceed with the next business, which is the report of the Secretary.

Secretary Merriam—I would ask to be excused until the next meeting. There is so much to say in the report I do not think we will have time to take it up this morning.

President Frisbie—If there is no objection the Secretary will be excused and his report will be taken up at the next meeting. The report of the Treasurer is the next business in order.

Treasurer Strong presented the following report:

TREASURER'S REPORT.

CASH RECEIPTS.

Balance on hand as shown by last report. \$ 3.87	
From last Entertainment Committee 136.43	
Sale of badges at last meeting 20.00	
Contributions from outside firms 75.00	
Membership dues 14,130.00	
Initiations new members	
Interest earned on bank deposits 192.26	
Collection of Legal Defense Committee 2,500.00	
	\$17,227.56
CLOIT DY DOUD INTO DO	
CASH EXPENDITURES.	
General expenses\$ 2,239.84	
Proprietary Committee 10,523.39	
Committee on Suits vs. Members 69.54	
Committee on Pharmaceuticals 4.00	
Committee on Membership41.34	
Committee on Arrangements 6.10	
Committee on Rates and Routes 30.39	
Committee on Legislation 35.co	
Committee on Legal Defense 2,500.00	
	15,449.60
Balance now on hand	\$1,777.96

President Frisbie—If there is no objection the report of the Treasurer will take the usual course and be referred to an Auditing Committee, to consist of Mr. H. B. Fairchild and Mr. D. M. Cowan. If there is no objection we will now proceed to hear from the various delegations appointed to represent their organizations at this meeting. I have before me the credentials from the American Pharmaceutical Association. The delegates from that association are Mr. Albert E. Ebert, Chicago, Ill.; Mr. Henry Biroth, Chicago, Ill.; Mr. Paul Schuh, Cairo, Ill.; Mr. Robert M. Dadd, Milwaukee, Wis., and Mr. Thomas Layton, St. Louis, Mo. We would be glad to hear from Mr. Ebert if he is present.

DELEGATE EBERT'S ADDRESS.

Mr. President and Members of the National Wholesale Druggists' Association: Representing the delegation of the American Pharmaceutical Association, I tender to you all a cordial fraternal greeting of this old association. It was the first association that represented the druggists of this country, and you, gentlemen, the wholesale druggists, played no small part in the organization of this old association. The first President, or rather the first presiding officer, when the association was conceived, was Charles Ellis, a wholesale druggist of the city of Philadelphia. Present at that convention, which occurred in 1851, in the city of New York, were a number of wholesale druggists, among them Mr. Merrick, Mr. Haskell and Mr. Aspinwall, from New York. There were others from other cities-Mr. Andrews and Mr. Thompson of Baltimore; also Mr. Purcell, from Richmond. At the next meeting, in 1852, which really was the organization of the American Pharmaceutical Association, there were quite a large number of whole-

salers present. I cannot remember all the names, but they are recorded, and some day, when the history of the American Pharmaceutical Association is written, these gentlemen will receive due credit. We have had among us from that time to the present time a large number of wholesalers as members of the association, and I want to say to you, gentlemen, particularly to the younger members of this association, these wholesalers did noble work in raising the standard and purity of the drugs and medicines which they handled, and also in aiding the educational standard for which this association was formed. The wholesale members in particular have taken part in reports on the drug market, and among them the able reports that were made from year to year by such men as Mr. McKesson, Mr. Robbins, Mr. Gellatly, Mr. Lehn, and others whose names I do not recall, are of especial value. We have among us to-day as members Mr. Kline, Mr. Main, Mr. Torbert, Mr. Shoemaker and others who are active members of the association.

I want to say to you, gentlemen, that you frequently hear complaints from the retailer that the wholesaler does not treat him fairly. I am here, not to respond to the commercial side of the question—no doubt you will hear from this—but I am here to speak on the professional side. I want, however, to say to you, gentlemen, that while you may have differences with the retailer at times in regard to commercial questions, there never has been any differences when the professional side came into the question. The American Pharmaceutical Association has traveled from the Upper Lakes to the Gulf of Mexico, from the Atlantic to the Pacific, and wherever they held their meetings the wholesale trade has been more than cordial; they have not only had the latchstring out, but have extended to us the open door of their homes, and we have always met the most hospitable reception.

I want to say also that the wholesalers have been a great aid in the matter of education. It is generally known what you.

have done in aiding the establishment of schools of pharmacy. You have been one of the great promoters with your financial aid in the establishment of such institutions as the Philadelphia College, the New York College, the Cincinnati College, the St. Louis College; and I know personally what you have done for the Chicago College. I therefore wish to say to you, gentlemen, that the American Pharmaceutical Association, which was organized for the purpose of bettering the standard of the purity of drugs and medicines in this country, and of promoting the education of the rising generation of those who are to deal with these powerful agents, thanks you for what you have done and what you will do in the future.

There are some questions which have come to me while your President was reading his address, which I would like to touch on, and I think it may possibly lead to a better understanding and help us to be more successful in our work. The American Pharmaceutical Association has always had committees such as the Committee on National Legislation, a committee on the alcohol question, a committee on patents and trade-marks, and a committee on pure food and drug legislation. It seems to me, from the practical experience we had a few years ago, when we attended the pure food and drug congress at Washington, at which your member, Mr. Kline, was present, representing your interests, that prior to getting together as we did at this gathering, (fifty-two of us) had previously had a conference and formulated some general plan of action which would have been satisfactory to all parties interested, we might have accomplished a great deal more and in less time. I think Mr. Kline will remember that he came to that conference quite opposed to the idea of any legislation. He wanted no legislation at all; he said we did not need any. I suggested that we should get together and see whether we wanted any or not. I told him that I was there to look after the interests of the retail trade, and was not very much in favor of any legislation myself. We

know that legislation does not make people any more honest, and usually these laws are not for the benefit of an honest man, who usually does what is right. The rascal, however, whenever a law is passed, finds a loophole to get out of it. We came together, consulted and formulated what we wanted, and confined the pure food and drug law bill to the articles enumerated in the United States Pharmacopæia. The United States Pharmacopæia is the standard by which we should be guided, and if the law is confined to the articles mentioned therein, and does not go any further-not like the Ohio law, which prosecutes and persecutes everybody—there is no reason for us opposing such a law. It seems to me, by reason of our committees not getting together and exchanging opinions on subjects concerning us. we waste a great deal of time, and on account of this lack oi co-operation we are, through misunderstanding, antagonistic, when we should work together.

As to the free alcohol question, gentlemen, as your President has referred to this, I want to say to you it would be much better if the wholesale trade and the retail trade came together on this question. You wish to do away with the tax on alcohol, but we do not wish to do so—not under the present existing conditions -because, if alcohol is put on the free list, it will wipe out what little remains of the professional part of the business of the pharmacists of this country. Let us get together. If alcohol is to be tax free, we can easily get down to a general understanding by which we possibly can get some legislation; but you must remember that we have, although the commercial part of the business of the pharmacists seems to be paramount to anything else, still some professional pride is left, and we do not wish to purchase everything into which alcohol enters. We do not wish to become altogether mere traders of the goods we handle, although we are nearly so. We want a little room left for our professional standing, and I think by these two committees getting together-the committee of the American Pharmaceutical

Association and the committee of the National Wholesale Druggists' Association—and discussing this question, we will reach some common ground on which we can work together and get some relief from the enormous tax that is now placed upon alcohol.

I wish to say a word concerning the stamp tax, and that is. we can, by working together, do something; but if one association pulls one way and the other association another way, we will accomplish nothing. You must bear in mind that we are a little suspicious of the proprietary element. I think it was in 1880 that the proprietary people came to one of the meetings of the American Pharmaceutical Association and said to us, "Help us get off this stamp tax which is at present imposed upon us." I remember very well the opposition that was made to it, and then and there we were promised if we helped the proprietary interests of this country to remove the stamp tax, we, the retail trade, should be benefited. But we were not. We did all we could. The stamp tax was removed, but when we came to ask the proprietary medicine manufacturers of this country to cheapen the goods to us, what did they say? They said: "Gentlemen, we will use that extra money for advertising, and help you to sell more of the goods." That was not fair.

Now, as to the patent and trade-mark question. A commission was appointed on this subject, which has gone all over the country and interviewed the retailer and the wholesaler. If the two interests had come together and had decided upon some basis of action, we might have accomplished something more than we have. We all know that the present patent and trade-mark laws are unjust in their practical application. Whether they are legal or not, they are enforced by the parties interested. I believe by concerted action on the subject something might be accomplished. I do not wish in my remarks to be understood that I am making any censure of any association or body of men. I only hope that they may lead to something which will be of advantage to us all.

I thank you, gentlemen, for your courtesy, and in behalf of the American Pharmaceutical Association I again say to you that we are under the greatest obligation to the wholesale druggists of this country for what they have done for the promotion of the best interests of pharmacy in this country. (Applause.)

President Frisbie—Gentlemen, in response to the address of Mr. Ebert, I will call upon Mr. Daniel R. Noyes, of St. Paul, to address the meeting.

Mr. Noves—Mr. Chairman and Gentlemen; and especially the representative of our friends, the American Pharmaceutical Association: We have listened, at least I have, and I am sure others have done so, with more than usual interest to the very practical and sensible, as well as straightforward, presentation of the interests of the American Pharmaceutical Association, and especially in regard to its fellowship with us, in all plans for the improvement of the trade. The American Pharmaceutical Association is the one society of all others, which, in my opinion, has reached the highest point in the professional part of our business, in their ethical department, at least; their business department I think still has some chance of improvement. We need the American Pharmaceutical Association to represent the professional part of our business; and it is always a pleasure to have them meet with us and be assured of their fellowship. While I do not think that we can work together in everything (I think our interests are not absolutely identical), yet at the same time in the upper strata we come together and at the highest point of your business and ours we are as one in all that pertains to our best and highest interests. I believe that no association in the United States connected with pharmacy has done more to elevate our standards, done more to maintain the in-

tegrity of our system, done more to incite us to an ambition to excel and reach the highest and best in our business, than the American Pharmaceutical Association. It is worthy of all the honor we can give it and we feel proud to have it represented here among us and to listen to expressions so kindly and straightforward and sensible as those of our friend who has just taken his seat.

There is nothing new to be said in regard to our relations to them; we have again and again heard from them and again and again responded to them. In those matters of practical interest to which our friend has alluded, the stamp tax and the alcohol rebate, etc., I have my doubts yet of the success of our claim in the alcohol matter, not of our right to have it considered—It is not "a fraud upon the public," as one of our members with characteristic recklessness, has called it, but rather an honest, straightforward demand which we have a perfect right to make and which we have a perfect right to insist that the government shall consider and consider fairly, apart from all other questions of mere expediency and policy.

In regard to the stamp tax, I do not think that any promises made by our friends of the proprietary association, of helping the trade in the matter of prices in case we stood by the stamp tax, have taken any very definite shape. Indeed, I do not see how they could help the trade very much, but I think the Proprietary Association—and this is no idle compliment—has helped the members of the Pharmaceutical Association and the members of the Wholesale Drug Association in many ways to a large and generous extent. I have no criticism to make upon them, although there are faults and failures with them as with us and with the American Pharmaceutical Association. I believe they are honestly and earnestly seeking to do what is right by us. I, therefore, have merely to repeat what we have so often said—That we are proud of our relationship, our friendship, our mutuality of interests with the great association so well and so admirably conducted, and so thoroughly in touch with the interests of the drug trade of this country—The American Pharmaceutical Association. [Applause.]

President Frisbie—I understand we have with us Dr. William C. Anderson, Borough of Brooklyn, New York, who has just been elected president of the National Association of Retail Druggists. We should be glad to hear from Mr. Anderson.

PRESIDENT ANDERSON'S ADDRESS.

Mr. President and Members of the Association: I desire to take advantage of this opportunity to express to you the cordial greeting of the National Association of Retail Druggists, and through it that of the great mass of retail pharmacists of this country, with assurances of their sincere appreciation of your fraternal spirit and your interest in their welfare. Circumstances, rather than any desire or pre-arranged plan, have placed the wholesale and the retail dealers to-day on a common plane, with position to maintain and certain grievances to redress. We are face to face with a condition, the consideration and final determination of which means much to all. On the one hand, it means the continuation, or, I might say, the resumption, in most instances, of the old business custom, a custom that has been in vogue for years, and that has ever been satisfactory to all interests—the manufacturer, the wholesaler and the retailer. This custom to which I refer is the one which recognizes the retail druggists as the proper and legitimate distributors of proprietary preparations to the public, with a consistent recompense for the labor involved; and also recognizing the justice of the position of the wholesale druggists as the only proper distributers of these proprietary articles to the retail trade of the country. That system has ever been, as I said before, in the interest of all concerned, and would probably have been in existence to-day had it not been for the introduction of what is known as the price-cutter-what we call the aggressive cutter in patent medicines. As this gentleman came into existence the effects of his efforts were naturally felt. First, they were felt by the retail drug trade. A reduction in profits soon caused the retail druggist to make a search for some means by which he could meet this downfall in his trade. The example was set by the aggressive cutter, and he naturally fell in line, and many druggists throughout the country pursued the policy of changing their trade from the wholesaler and buying directly from the manufacturer, at best prices. While this system was satisfactory in a measure to many of the large dealers throughout the country, the thousands of small dealers, who were most largely affected, and who could less stand the reduction in profits, and who were not in a position to buy in large quantities and take advantage of reduced rates and discounts, were forced into a position which called forth the formation of buying clubs. Buying clubs were then brought into existence by bodies of retail druggists, and small dealers were compelled to get together and buy in large quantities at best prices and distribute the goods to the members of such clubs.

You all know the effect of the formation of these so-called buying clubs among retailers. Every wholesaler knows, I am sure, the detrimental effects of them. It would not have been so bad had the custom stopped at the purchase of proprietary medicines, but buying clubs soon saw that they could buy cheaper by buying direct, and consequently they extended their purchases, in many instances, from the patent medicines to drugs and chemicals, and up to a short time ago we had many of these clubs

throughout the country, which were buying most of their patent medicines, drugs and chemicals in large quantities direct from the manufacturers at best prices, thereby taking the legitimate trade away from the wholesaler, the recognized source of these supplies heretofore.

The question before us to-day is, To what extent is this to go on? Are these buying clubs, and the formation of bodies of men to purchase cheaply directly from the manufacturers, to be encouraged or not? I believe it is within the province of the wholesale druggists of this country, through the efforts of the National Association of Retail Druggists, to check this downward inclination and protect their own interests, and at the same time the interests of the retail druggists, as well as being a benefactor to the public. With what object in view does a man enter the business world? We know that, although it is asserted sometimes that many men are imbued with so much consideration for their fellow men that they enter the business world simply to benefit the public, the chief object, as we all recognize, is to secure the wherewith to provide for the necessities of life. As a rule, when a new business is organized, it is conducted on the plan laid down by custom, and so long as that custom is successful such a course is pursued; but as soon as the custom fails to give the necessary profit, a man who is running the business looks around for some other means of making his livelihood, rather than see his business go down to destruction.

The condition of the three trades to-day is peculiar. The proprietary men recognize that the natural source for the distribution of their goods is through the retail drug trade. They have seen by experience that having their preparations go into the dry goods stores, and grocery stores, and other kinds of stores, is a detrunent to them. The goods do not meet there with the consideration they receive in the drug stores. The public in receiving them do not hold them in the same esteem as they do when they are handled by a man who is recognized

by the law as the proper distributer of medicinal agents. Consequently, a good market for these goods through any other channels than the drug trade is doubtful. The little profit allowed on them to-day makes it impossible to organize any new system of putting these goods upon the market. The wholesale druggist, acording to the custom to which reference has been made, requires that these goods shall pass through his hands in order that he may receive a certain recompense for handling them. He is a necessity, because he insures quick and accurate delivery of these goods to the retailer, and through the retailer the goods are supplied to the public. The wholesaler is a necessity in this line; but supposing this trade is taken from him, he must make up for it in some way. The most probable thing for him to do, as has been seen in many instances, is to go into the manufacturing business himself; and proprietary medicines are put out by the wholesaler on the market to make up for the loss he has sustained in not being allowed to handle the patent medicines. In this way there is a direct mixing up of the business.

Then comes the retailer. He, of course, is the little man as far as the money is concerned, as a rule; but both the other branches of the trade must concede that they have to depend on him to a certain extent. What is his position in the matter? He certainly has to live, and if he cannot buy through the direct channels with proper protection, he must turn his attention to the best means of securing goods at the best price. If even then he cannot make a legitimate profit on the goods he handles, he is compelled for self-protection to resort to making preparations and selling them over his counter. This, while it is sometimes stated to be something that the retailer likes and looks forward to, I am free to state is not the condition that is desired by the great mass of the retail druggists of this country. I believe that every retailer is willing, or that he will be willing, through the influence of the National Association of Retail

Druggists, and guided by their advice, to return to the old system of distribution of the goods. He would prefer to maintain at least a legitimate price on patent medicines and buy them of the wholesaler only, and the wholesaler to get his supplies from the proprietor.

That is the system which is favored by the great mass of druggists in this country who want to do a proper and legitimate business. In taking it all into consideration, we must conclude that the introduction of the cut-rate problem has been the cause of the whole trouble, and has almost at times severed both the fraternal and commercial interests of the manufacturer. the proprietor and the retailer.

The vital point before us at the present time is as to the curtailing of this practice, or the reduction of it; if not the entire curtailing of it, the reduction of it to a point where it will not be so harmful. In order to accomplish this result, every branch of the trade must make some sacrifice. It is impossible to accomplish it without. Every one should stand ready to do his share on this line. To show the integrity of the retailers on this point, we might call attention to the fact that to-day, through the advice and under the direction of the National Association of Retail Druggists, many druggists throughout the Union have given up their policy of buying direct from the manufacturer, and are buying all their patent medicine preparations through the wholesale drug trade. Every day thousands of dollars are being taken from the coffers of the retailers and placed in those of the wholesalers of the country, because the retailers recognize that they were the first ones to break away from the original custom in the distribution of goods and buying them direct from the manufacturers. The retailer has been the first one to take the step backward to bring about the old condition of affairs. All he asks to-day is that the three branches of the trade will stand with him, and that all will bear their part of the burden, and that the wholesaler, acting under this sug-

gestion, will take particular notice of the trade to which he is selling, and will study the character and methods of the business men, and the manner in which they are conducting their business, and then, without offense to any one, without attempting to ruin anyone, simply confine his sales of patent articles to those who conduct their business on the proper lines, and whom he can consistently consider are just men for him to trade with. We might consume a whole day in reviewing the conditions of the trade, but I do not want to take the time of this convention from its business. I simply try to outline to you the condition, as I see it, of the trade in general. The National Association of Retail Druggists is willing and anxious to meet the wholesalers and proprietors on any plan which will operate for the benefit of all. They do not ask anything without being willing to give something. They are not willing to enter into any iron-bound combination to ruin anybody or disrupt any business policy of any firm, retailer, wholesaler or jobber, but to elevate all and aid all. I believe that a conservative, consistent action by all concerned, holding our integrity at all times above reproach, and working in the interests of the great number, will be the means of relieving us from the conditions which now exist, will be the means of cementing the friendship between the different organizations, and of eliminating old feelings and old grudges, as we may say, in some instances, and bring us all into a position where we may benefit all lines of the drug trade and be a benefit to the public as well. (Great applause.)

President Frisbie—It is particularly gratifying to hear such practical remarks, and you have shown by your applause your appreciation of them. I will call upon Mr. M. N. Kline, of Philadelphia, to respond to the remarks of Dr. Anderson.

Mr. Kline-Mr. Chairman and Gentlemen: I think

the best evidence we have that we are in the city of Chicago, is the fact that in this preliminary meeting, when the delegations from the different organizations are called upon, instead of having simply an expression of fraternal greetings, we have launched at once into the business for which we have come here.

The address of the gentleman who acted as chairman of the delegation from the American Pharmaceutical Association was one that was largely practical; but I want in this connection, Mr. President, to answer one part of that address before I proceed to the business for which I am specially called upon. I must set myself right upon the minutes. Mr. Ebert simply made a mistake. The time has been long and he has done so much since, he has forgotten that I did not go to Washington determined to oppose any pure food legislation. I took the position then that I have always taken, which is, while not objecting to pure food legislation, I objected to that legislation being framed only by the farmers; and that what we wanted as representatives of the retail and wholesale drug trade was a chance to give an expression of our views as to what legislation was required.

With regard to the remarks made by the gentleman who has just been elected president of the National Association of Retail Druggists, I think I will be justified, from what has been said, in also making somewhat of a practical speech, rather than such a one as my friend Eliel would make if he were in my position. I think it must be a matter of the utmost gratification to all of us who have been in this work for a good many years, to note the course of events so far as they refer to these three bodies. Having worked in connection with these questions for a good many years, I claim to be fairly well posted. I confess that I have made a great many mis-

takes, that I have had a great many misconceptions of what could be done, and a great many things I imagined could be done that never were accomplished and never will be. But I always point with pride to the record which this organization, through its committee, made in 1803 when we planted ourselves upon the platform which is now advocated and has been for three successive years by the National Association of Retail Druggists, and I think while apparently very little has been accomplished, and we hear complaints from the retail druggists, especially as to what they have not done and in what respect they have not changed the prices—to what extent they have not increased our profits—it must be taken into consideration that the foundation has been wisely laid, that the meetings of both these national organizations, since the formation of the retail association at St. Louis, so far as I am informed at least, with regard to the proceedings at Detroit, and I have seen very little except the resolutions (that is what I am basing my remarks on), the proceedings of both these annual meetings have been along practical lines. The proposition which is before us, which came to the proprietors and wholesalers and retailers, and which is before the country today, is one that is based, as I said before, precisely upon the basis which we suggested in 1803. I believe now if good sense, prudence and conservatism shall rule in the councils of that organization in the future as it has thus far, that something of advantage to all of us will result therefrom. For that reason I think we may congratulate ourselves upon the position which we occupy today with regard to the relations of these three organizations represented here at this meeting this morning. It is a fact that there has been a great deal of misunderstanding, that a great many mistakes have been made by

all of us, but I believe it is not a fact, and I never did believe it, and will never admit it, though I have heard it over and over again when I have attended meetings, especially the organizations stated, that the proprietor did not care and does not care now as to what profits the retailer makes on his product. He does care, and if he had no better motive than protecting his own interests that alone would guide him in the direction of caring. He knows perfectly, and knew from the outset in 1882, that it meant a severe loss to his business to have these articles pass through the hands of the final distributer without profit. He knew it then and knows now, and understands the loss they are subjected to. Then we hear that the wholesalers do not care very much what becomes of the retailer, and it seems to me that the fallacious statement refutes itself when you consider the relations which we sustain to each other. A study of our books would be the best evidence on this point. I think the President stated that bookkeeping was no longer simply a matter of keeping memoranda, and he might have added that our books today are the strongest evidence that we can possibly want that we are vitaily interested in the success of the retail druggists of this country, and it cannot be asserted that as a class the wholesaler has been indifferent, either in counsel or in practice, with reference to putting them in good shape. What has occurred has been this, which I think will not be denied. There was an evolution in the business which I think was bound to come. The days of 35 per cent and 50 per cent profit on preparations of that kind have gone by. It was simply impossible to stem the tide, it had to come and did come. I think it is rather a question of how much the condition of the retailer in his present position can be ameliorated rather than the question of

what can be done to secure full price, by full price meaning the price printed on the packages as in old times.

If the organization of retailers, as I said before, will go on in the direction in which it has commenced, and study how, in conjunction with these different organizations some amelioration of the condition of the retailer can be brought about, and especially if they will insist upon organization (this is not original; my friend from Minneapolis said this quite a number of years ago), if they will get together and remain together on common sense lines; if they will shun that which is commonly known as boycotting; if they will avoid for the present what is usually called war, which means waste, and go along on lines of least resistance, the organization which we welcome here now in our midst, can, I feel sure, become as useful to the retail druggists as this organization has been to the wholesale druggists of the country.

I think it augurs well that we should get together and have presented to us an address from the newly-elected President of the National Association of Retail Druggists, an address so replete with common sense, so replete with that which is practical, so replete with that which seems to me can be accomplished, in which so much of the sophistry which used to characterize these addresses, and our own, too, has been eliminated, eliminated largely as the result of experience; and I trust, Mr. Chairman, that we may go on working harmoniously together for the accomplishment of that which is practical, and leave out that which we all recognize as being no longer practicable. [Applause.]

President Frisbie-We have the credentials of the delegate from the Pennsylvania Pharmaceutical Association. Mr. William McIntyre is appointed the delegate from that association. We will be glad to hear from Mr. McIntyre.

Mr. McIntyre—Mr. President and Gentlemen of the National Wholesale Druggists' Association. It is with great pleasure that I say that this is the third time that the State association of Pennsylvania has given me the opportunity of meeting the brightest and most progressive men in the business, whom, I am sure, every one connected with the drug trade organizations is pleased to meet. After what has been said in relation to the manufacturers, wholesalers and retailers, it would be out of place for me to take any more time. I will say, however, that we have listened with great interest to the remarks of the representative of the city of Chicago, and I am imbued with the thought that each member present could give an encouraging statement of the success of his business in their locality, and each would cheerfully accept the Keystone State, with its men of affairs and its successful business relationships, as a part of the wonderful development of our country. I beg to assure the National Wholesale Druggists' Association that the Pennsylvania Pharmaceutical Association sends its earnest and hearty greetings and hopes that the present meeting may be successful in every way. [Applause.]

President Frisbie—I will call upon Mr. C. F. Shoemaker, of Philadelphia, to respond to Mr. McIntyre.

Mr. Shoemaker—Mr. President and Gentlemen: I feel sure that another might have been chosen who would have responded more eloquently to the gentleman who has just taken his seat; but I am equally sure that no one could respond with more heartfelt sympathy. At the same time, I think it is hardly fair that a citizen of a State, no matter how great, should be called upon to

make complimentary remarks in answer to a citizen of his own State. What else could I do than to pat Mr. McIntyre figuratively on the back? There is little that I can say on this occasion. I am sure that the wholesalers in our part of the country have the same feelings of interest, the same feelings of reciprocity, and the same desire for success on the part of the retailer which is felt by all others in our line. It has been said that their success is our success. This is positively a fact. Without their support, as has been well stated, our occupation goes; and, therefore, our interest in them is most sincere. I do not feel that beyond an indorsement of the general sentiments to which utterance has been given this morning more is expected from me, and I trust, therefore, that our acceptance of the situation will be considered complete. [Applause.]

President Frisbie—We have as representing the Ohio State Pharmaceutical Association Mr. John Byrne, of Columbus, and Mr. Alfred DeLang, of Cincinnati.

Mr. Byrne—I ask you to accept on behalf of the Ohio State Pharmaceutical Association all the burning words you have heard from our new President, Dr. Anderson. I think Ohio, in many respects, has been prominent. We have outside of the city of Cincinnati hardly any department store and hardly a cutter. We have taken care of our State, and particularly the city that I represent—Columbus—which is without a cutter at all of any kind. I do not know that I can say any more than to ask you to accept the speech of Dr. Anderson as the speech which Ohio would present to this association.

President Frisbie—In behalf of the association I would ask Mr. Lucien B. Hall to respond to the remarks of Mr. Byrne.

Mr. Hall—Mr. President and Gentlemen of the Association: This is a great surprise to me; but, like our friend, Mr. Eliel, if I should speak, I am afraid I would soar too high, and might not be able to get back. I cannot, however, refrain from saying a few words with reference to the great State of Ohio. One of our Chicago papers said some time ago that they were going to add one beatitude in a new Bible to be published, and that was, "Blessed the man who is born in Ohio, for he shall receive office." I am obliged to differ with our friend from Columbus when he states that outside of Cincinnati there are no department stores or cutters in Ohio. He must not forget that Cleveland is now the metropolis of Ohio, and we have numerous cutters there. We have had our battles, and with him I can only say we hope that the plan adopted and the practical position taken by our president of the National Association of Retail Druggists may be successful, and it surely will be if we all work together.

President Frisbie—We have credentials from the Minnesota Pharmaceutical Association appointing as delegates Dr. J. W. Harrah, Minneapolis; Mr. H. W. Rietzke, St. Paul, and Mr. R. H. Goodrich, Anoka. Are either of these gentlemen present? As none of the delegates of the Minnesota association are present we will call for the delegates of the New Jersey Pharmaceutical Association. They are Mr. Edward A. Sayre, Orange; Clarence P. Smith, Newark, and Mr. Charles F. Dare, Bridgeton. Are either of these gentlemen present? As neither of these gentlemen is present, we will have to lay this matter over until a later session.

I desire to call attention to an oversight of the President. We should have passed upon the minutes of the

last meeting at the beginning of this session. If there is no objection, the printed proceedings will be accepted as the minutes of our last meeting.

We will now take up the report of the Committee on Membership, of which Mr. Irving J. Benjamin, of New York, is chairman.

Mr. Benjamin presented the following report:

REPORT OF COMMITTEE ON MEMBERSHIP.

To the National Wholesale Druggists' Association:

Gentlemen:—Your Committee on Membership reports having received the following applications for membership on the active and associate list:

Active Members-Nabers, Morrow & Sinnige, wholesale druggists, Birmingham, Ala.; W. H. Williams (H. W. Williams & Co.), wholesale druggists, Fort Worth, Tex.; Hessig-Ellis Drug Co., wholesale druggists, Memphis, Tenn.; The Bodeker Drug Co., wholesale druggists, Richmond, Va.; McBride & Will Drug Co., wholesale and retail druggists, Marshalltown, Ia.; Montana Drug Co., wholesale druggists, Butte, Mont.; Greiner-Kelly Drug Co., wholesale druggists, Sherman, Tex.; Houston Drug Co., wholesale druggists, Houston, Tex.; Alexander Drug Co., wholesale druggists, Oklahoma City, Oklahoma Ter.; Texas Drug Co., Dallas, Tex.; Eastern Drug Co., wholesale druggists, Boston, Mass.; The Greenville Drug Co., wholesale druggists, Greenville, S. C.; The Christie Groover Drug Co., wholesale druggists, Jacksonville, Fla.; Charles D. Knoefel, wholesale druggist, New Albany, Ind.; W. H. Terry & Co., wholesale druggists, Norfolk, Va.; The Patton-Worsham Drug Co., wholesale druggists, Dallas, Tex.; Hutcherson-Elliott Drug Co., wholesale druggists, Paris, Tex.; E. Steinbacher & Co., Akron, O., wholesale druggists; Wangler Drug

Co., Waterloo, Ia.; Owen & Moore, Clarksville, Tenn.; R. Hillier Son Co., New York.

Associate Members—Thomas M. Curtius, drug broker, New York City; E. N. Rowell Co., pill boxes, Batavia, N. Y.; Farbenfabriken of Elberfeld Co., importers of pharmaceutical products, New York City; R. W. Phair & Co., chemicals, etc., New York City; Pepsol Co., proprietary medicines, Nashville, Tenn.; The Hall Capsule Co., manufacturers, capsules, Cincinnati, O.; Andrew Jergens & Co., manufacturers of soap, Chicago and Cincinnati, O.; S. W. Gould & Bro., drug millers, Malden, Mass.; General Chemical Co., Chicago, Ill.; S. S. S. Co., Atlanta, Ga. Respectfully submitted,

Irving J. Benjamin, Chairman.

President Frisbie—I am glad to see the active work put in by the chairman and members of our Committee on Membership. This report will follow the usual course, and the names will be posted and voted upon tomorrow morning. I will ask the members if there is any information they desire to give concerning any of these names, that they consult with the chairman of the committee between now and that time.

Mr. Kline—Mr. President, in order to get our records straight I desire to renew a motion which I make every year—it is now being done—but I think we ought to have it on the minutes, that Mr. Joseph E. Toms be authorized to act as assistant secretary of the meeting, so as to keep the minutes of the meeting. I make that as a motion. (Carried.)

President Frisbie—It is now after twelve o'clock and an adjournment will soon be in order. Before we adjourn it would be well for the chairman of the Entertainment Committee to make an announcement.

Mr. Weller-Mr. President and Gentlemen: Entertainment Committee will have very few announcements to make. We have published the programme, and I presume it is in the hands of every member. I wish, however, particularly to call your attention to the entertainment furnished by Armour & Co. tomorrow afternoon. A special train will be in front of the Auditorium, or nearly so, which will take the members of the association to visit the plant of the company at Armourville. As this offer has been generously made by these people I hope that the members of this association will accept the compliment tendered to them. It will be a revelation to many of you who have never visited a plant of this kind, and I am sure you will all be interested. This is intended for the ladies, if they desire to go, and especially the gentlemen of the two kindred associations.

Mr. Schneider—I move that the Secretary be authorized to put the question on a vote of thanks to the President for the very able address which he has presented to the association.

(The Secretary put the motion on the question, which was unanimously carried.)

President Frisbie-Gentlemen, I thank you.

On motion, adjourned.

SECOND SESSION.

Tuesday, September 18, 1900.

President Frisbie called the meeting to order at 2:45 o'clock P. M.

On motion the minutes of the previous meeting were read and approved.

President Frisbie—We, have a telegram from Mr. John B. Purcell, of Richmond, Va., which is as follows:

"Impossible to leave. Regret my absence very much. Best wishes for a successful meeting."

We will now proceed to take up the reports of the committees. The first report will be that of the Committee on Legislation, of which Mr. William O. Blanding, of Providence, R. I., is chairman. As Mr. Blanding is not present we will ask Mr. Shoemaker, chairman of the Board of Control, to read the report.

Mr. Shoemaker read the report, which is as follows:

REPORT OF COMMITTEE ON LEGISLATION.

Mr. President and Gentlemen:

There has been little or no legislation affecting our association the past year, but your committee will give a short report as to what has been done in the direction of future work, on lines that will benefit us.

The most important, that affecting the abolition or reduction of the war revenue tax, has been thoroughly covered, more especially by the retailers, who have done great work in this matter. Congress has been flooded with appeals and petitions of all kinds. The results we hope to show in the future. None could have been expected at the beginning of the Presidential campaign.

A hearing before the Ways and Means Committee was finally arranged for, which was held April 17, at which were present representatives from the National Wholesale Druggists Association, National Association of Retail Druggists. the Proprietary Association of America, the American Pharmaceutical Association, and at least fifteen (15) local pharmaceutical associations, besides many other interested members of the trade.

Mr. T. V. Wooten of Chicago made the following introductory statement:

"The organization which I represent as Secretary of the National Association of Retail Druggists has now a membership of somewhat less than 20,000. Inasmuch as the trade conditions under which the druggists of the entire country are doing business are exactly the same as those that afflict the members of our organization universally, I feel that I and the gentlemen who appear with me here to represent our branch of the drug trade have the very best of reasons for claiming to speak for the entire 38,300 druggists of the United States. These people are watching with the keenest interest the decision of this committee as to the repeal of the tax on medicinal preparations levied by the war revenue measure of June, 1898, an interest born of wholly reasonable expectations that when the committee fully realizes the extent of the burden placed upon them by the operation of this law, a burden as discriminating and as unjust as it is unnecessary, the relief for which they plead will be forthcoming.

"The classes affected by this law are the manufacturers of proprietary medicine, the manufacturers of surgical dressings, and the wholesale and retail distributers of these goods. To the latter class belong the retail druggists, the final distributers of the proprietary remedies known to the public, and, for the most part, manufacturers themselves, in a limited way, of proprietary medicines, as well as the distributers of remedies not proprietary, upon which, on account of the rulings of the Internal Revenue Department, they are required to place stamps.

"The classes I have mentioned are all represented here, and will place before you in a manner conducive to a clear understanding this subject, with as little loss of time as possible."

Mr. G. P. Engelhard of Chicago then made the following remarks:

"I have the honor to speak for the various branches of the

drug trade in behalf of the repeal of the taxes on the products embraced in Schedule "B" of the war revenue act—taxes so unjust and burdensome that, though tolerated without protest during the exigencies of war, when the spirit of patriotism rose high above even consideration of wrongful discrimination and personal injustice, are now deemed wholly indefensible, in view of the cessation of active war expenditures and the growing Treasury surplus.

"That we may have clearly before our minds the purport and effect of the revenue clause under consideration, I beg to quote its essence, as follows:

"'The stamp taxes provided for in Schedule "B" (embracing medicinal preparations, perfumery and cosmetics, chewing gums, sparkling or other wines) shall apply to all articles compounded by any formula, published or unpublished, which are put up in style or manner similar to that of patent trade-mark or proprietary medicine in general, or which are advertised on the package or otherwise as remedies or specifics for any ailment, or as having any special claim to merit or to any peculiar advantage in mode of preparation, quality, use or effect.' A special proviso exempts from tax any 'uncompounded medicinal drug or chemical' and any medicine compounded for a person by a druggist on the written prescription of a practicing physician or surgeon.

"The clause quoted marks an essential difference between the present act and that of 1862 on this subject. Its language is made to embrace not only the proprietary articles especially enumerated in Schedule 'B,' but all medicinal articles of whatever nature 'put up in style or manner of a proprietary medicine.' This phrase, as interpreted by the Commissioner of Internal Revenue, has been made to include not only all medicinal articles protected by trade-mark or patent or secret process, but practically all articles having any suggestion of medicinal use when prepared by the druggist and kept in stock ready for sale, including even the simplest remedies, like tincture of arnica,

hamamelis, etc.—remedies sold under their popular titles, and devoid of all pretense of secret composition or proprietary right.

"The tax, therefore, is vastly broader in scope than that under the former revenue law on this subject, which was limited to proprietary medicines or those of secret composition. It strikes practically all drugs and medicines save those dispensed on a physician's prescription. It is consequently not a patent medicine tax, but a tax without discrimination upon all prepared remedies, just as would be a special tax upon the entire package stock of the grocer or the dry goods or hardware merchant.

"It is said that the intent of the act was primarily to tax patented medicines, when, as a matter of fact, there are practically no American patented medicines in the market, the only remedies of the patented class sold in this country being the vast and increasing host of foreign synthetics, which, by a strange anomaly, are specifically exempt from taxation as being uncompounded chemicals. Schedule 'B,' therefore, violently reverses the principle of protection to domestic industry and trade by chaining American manufacturers and merchants to a ruinous system of taxation, while graciously according full freedom to the manufacturers of a nation perhaps least entitled to the distinction on the principle of reciprocity.

"It is no doubt assumed that the Schedule 'B' taxes would chiefly fall either upon wealthy manufacturers of medicines in the enjoyment of proprietary rights, assuring permanent protection in large profits, or that the taxes would be passed along to jobber and retailer and finally fall upon the mass of the people. Special taxation of an honorable class of manufacturers or of a most worthy class of business men, engaged in a calling combining business and professional responsibilities of the gravest moment to the public, was evidently not contemplated. The purpose of the act has clearly miscarried.

"The tax falls with crushing force upon scores of manufacturers who, seeing the tax could not, under existing trade conditions, be passed to the consumer, but that it would, if added to their prices, fall with cumulative effect upon the retail druggist, generously assumed the entire burden themselves by paying the tax and making no compensating advance in their prices.

"The prescribed rate of $2\frac{1}{2}$ per cent on the retail value of their products is equivalent, assuming that the manufacturer's selling price averages 40 per cent below the nominal retail price. to fully 4 per cent on the manufacturer's gross sales. This is a fixed, remorseless tax, to be paid, regardless of business profits or losses. It is infinitely worse in principle than an income tax, because its exactions must be met, even though there be no income, but, on the contrary, positive loss.

"Assuming, however, that a business is paying what would be esteemed a most prosperous net profit—15 per cent—it will be seen that this tax of 4 per cent is equivalent to over 25 per cent of the net earnings.

"Propose such a tax in plain open terms upon any industry, and how universal would be popular condemnation of its iniquity. It is, however, none the less open to condemnation that the true nature of the tax is concealed in indirect verbiage. which, under existing trade conditions, is given the most direct force and effect.

"We have thus far referred to those manufacturers who have elected to pay the tax themselves, representing perhaps 20 per cent of the total number in the country, computed by the volume of their sales. The remaining 80 per cent, like the telegraph and express companies, simply added the tax to their former price, with an additional advance in many cases to cover the expense of affixing the stamp. The jobber has passed it to the retailer, who can pass it no further, and to whom it has become a burden so heavy and intolerable that his petitions for relief must be heard.

"Of the total revenue derived from Schedule 'B,' \$5,200,000

for the fiscal year ending June 30 last, probably not less than \$3,200,000 was paid by the 38,000 retail druggists in the country—an average of about \$85 per capita. Why does not the druggist transfer all or at least a part of this burden to the people? He cannot. Proprietary articles usually have their retail prices on the labels, and to collect an extra one and one-fourth or two and one-half cents from the purchaser is manifestly impracticable. Druggists are, moreover, obliged, as above stated, to stamp every package of prepared medicines manufactured or compounded by themselves. Why this special discriminating tax on medicines? Why tax medicines, proprietary or otherwise, and not foods, clothing and jewelry?

"We ask you, gentlemen of the committee, if this is not class legislation so palpable and so destructive of individual equality before the law as to find an excuse only in the haste with which the war measure was necessarily cnacted—an excuse which at this time lends additional emphasis to the justice of immediate repeal as a measure of simple equity to manufacturers of proprietary medicines or surgical dressing and other articles, and to the retail druggists of the country, who now as resolutely petition for relief as they formerly submitted with patriotic patience to the injustice inflicted upon them and their business? How gricvous is the burden, a brief, though necessarily approximate, calculation will indicate. The sales of the average druggist in the average country town aggregate about \$15 per day, or \$5,000 a year. About 60 per cent of this total consists of taxable articles, or \$3,000; 20 per cent of this is borne by the manufacturers who failed to add the tax to their prices, leaving \$2,400 on which the druggist pays the tax. By reason of the prevailing cut rates, averaging 20 per cent, the taxable value of this \$2,400 would be represented by \$3,000, on which the tax. at 2½ per cent, would be nearly \$75. His net profit on a business of \$5,000 would probably not exceed \$1,000, out of which he would pay \$75,000 or 7½ per cent of his net income; and this

despite the fact that he is paying his full pro rata of all the other special taxes—on his alcohol, so largely used in his business—on everything for which other citizens are taxed. Why this special and indefensible 7½ per cent income tax on men who have special claims to exemption from the burden, since, if they transferred it to their patrons, it would fall upon those who merited still less the infliction—the needy sick and the suffering?

"It may be asked what guarantee has the retail druggist that the manufacturers who have advanced their prices to cover the cost and expense of the stamps will restore their former prices on the repeal of the tax? To this we reply that an alert sense of good business policy would unquestionably cause a prompt restoration of prices; but, in the highly improbable event that it should not, the druggist would still secure freedom in the preparation and sale of domestic remedies of his own manufacture, and thus be relieved of an important part of his present burden.

"Did the National Treasury require the retention of the revenue from Schedule 'B,' some justification might be found for failure to sanction its repeal; but, with government receipts averaging for the past eight months \$7,829,396.66 per month in excess of all expenses, and with a net cash balance on hand, available for any emergency, of about \$150,792,995, what justification can be found for perpetuating so oppressive a tax on druggists and manufacturers, when its repeal would cause a reduction of less than one-third the surplus for the single month of March?

"Did the repeal of the taxes in Schedule 'B' mean the logical extension of similar relief to other industries and professions, the case might be different; but we call especial attention to the fact that substantially all classes of taxes specified in Schedule 'A'—those on bonds, agreements, checks, drafts, express or freight bills, telephone or telegraph messages, deeds, insurance policies, leases and the like—are directly or indirectly borne by the general public and by druggists and manufacturers of

medicine equally with other merchants and manufacturers. The taxes of Schedule 'B' are an extra and discriminating tax on a class, and therefore merit consideration independently of other taxes, and without reference to the repeal or modification of any other tax.

"Against the imposition of the taxes of which we now speak, the 38,000 retail drug stores of the country, each, in most instances, a sort of local forum, might perhaps have gained a hearing, but a patriotic impulse commanded silence in the belief that with the restoration of peace and satisfactory Treasury balances Congress would quickly remedy the injustice. In this belief, we appear before your honorable committee to-day; we ask for the repeal or modification of no taxes which apply to us in common with other citizens; we stand ready to bear our full share of the burdens of taxation in times of war or peace; we ask no discriminating favors at the hands of the government, but we respectfully assert our right to exemption from the ruinously discriminating taxation enacted in Schedule 'B,' and we earnestly appeal to this committee for such action as shall promote its earliest possible repeal."

The following petition was then presented by Mr. Thomas F. Main, of the Drug Trade Section of the New York Board of Trade and Transportation:

"The Drug Trade Section of the New York Board of Trade and Transportation respectfully represents that its membership comprises practically all of the wholesale dealers in drugs and chemicals, and the manufacturing drug, chemical and pharmaceutical houses in New York City, and that it is representative of these trades throughout the country. It respectfully petitions for the repeal or modification and extension of the internal revenue tax imposed under schedule 'B', Section 20, and its dependent sections of the war revenue act now in force. The manufacturers and merchants represented by the drug trade section expect, and are entirely willing to bear their fair propor-

tion of the taxation necessary to meet the needs of the Government, but the tax imposed under Schedule 'B' discriminates so manifestly against a limited class of proprietary articles as to be onerous and oppressive upon a comparatively few citizens of the United States. This tax of 2½ per cent upon the retail value of the few proprietary articles taxed under the law imposes an average tax of 4 per cent upon the sales of the manufacturers discriminated against.

"It is respectfully submitted that Schedule 'B', Section 20, and its dependent sections of the act of 1898, imposes double taxation, in that the manufacturers of liquid medicines and perfumery are heavily taxed by the duty on distilled spirits in addition to the tax imposed under Schedule 'B' of the act of 1898. It is inconceivable that Congress intended to single out a limited number of citizens for such excessive taxation, while a much more extended class, enjoying equal protection under the law affecting trade marks and proprietary rights in other forms, is exempted from the special tax imposed by the section referred to.

"At the present time thousands of proprietary and patented articles sold under trade marks are absolutely free of tax by the Government, while medicinal preparations, used in the homes of the masses of our people, are the subject of heavy taxation. We earnestly submit that such a system is essentially unfair, and should be remedied by Congress at the earliest practicable moment. The purpose of the tax imposed under Schedule 'B' of the act of 1898 was to meet the necessary requirements of the Government in the exigencies confronting it at that time. Now, however, a different condition prevails. The unparalleled prosperity that attends the nation, the overflowing Treasury, that enables the Government to discharge so large a part of its obligations each month, and the helpful condition of the affairs of our people, would seem to justify the immediate repeal of that law, which was imposed at a time when

the Government was in need. We, therefore, petition for a repeal of Schedule 'B', if, in the wisdom of your body, such a repeal is deemed practicable at this time. If not, we petition for a reduction of the rate of taxation to I per centum of the retail price of goods required to be stamped under the law, and the extension of the stamp tax to all proprietary and trade marked articles not now covered by the provisions of the law.

"This broadening of the field of taxation, in the judgment of your petitioners, would, at the rate of I per centum upon the retail price, yield a much larger revenue than is collected under the existing law, and would, at the same time, remove the law from the odium of class legislation that now undoubtedly surrounds it."

Other speakers from different pharmaceutical associations and manufacturing sources followed.

PURE FOOD.

The Pure Food Bills pending in Congress did not receive consideration during the last session, having gone over, with many others, to the next or short session.

The bill that has the most favorable position on the Calendar, and the one endorsed by the Food Congress, is the one known as the "Brosius Bill."

The Pure Food Congress was held at Washington on the 7th, 8th and 9th of March.

President Frisbie appointed as delegates Mr. M. N. Kline and Mr. George A. Kelley.

Following is Mr. Kline's report:

"I attended the meeting of the Pure Food Congress, held in Washington on the 7th, 8th and 9th of March.

"Congress convened in Harper Hall at 12 o'clock, noon, on March 7th, with J. E. Blackburn, President, in the chair. Addresses of welcome were made by the Secretary of Agriculture, the Hon. Mr. Wilson, and Assistant Secretary, Mr. Brigham, and addresses upon pure food legislation, by Senators and

members of Congress, including Senator Mason and the Hon. Marriott Brosius, who are in charge, respectively, of the bill in the Senate and House, commonly known as the Brosius Bill, which is the one which has received the endorsement of the Food Congress at its several sessions of 1898, 1899, and again this year.

"Your representative was elected by the delegates from this State, a member of the Committee on Resolutions, and to this Committee were referred the several bills now pending in Congress, some of which differ considerably from the Brosius Bill above referred to. After carefully going over the features of the various bills, in which it is proposed to regulate the sale of food and drugs, the Committee on Resolutions by a vote of 24 to 1 recommended, with a few somewhat minor modifications, the Brosius and Mason Bill.

"A minority report in favor of the Babcock Bill was brought in to the Congress by Mr. Adams, of Wisconsin. The two particulars in which the Babcock Bill differs from the bill we endorse, are:

"First, in its administrative feature, the Babcock Bill providing for the appointment of a Food Commissioner by the President, at a salary of \$5,000 per annum, while the Brosius and Mason Bills place the matter under the jurisdiction of the Secretary of Agriculture, and the details under him, in charge of the Bureau of Chemists, of that department.

"Secondly, in the Brosius Bill the penalty for the sale of goods that may be found to be adulterated is placed upon the purchaser or wholesaler, if the retailer can show that he purchased them under guarantee; while in the Babcock Bill the retailer is held responsible for the quality of the goods which may be found in his stock, without recourse.

"A very strong and persistent effort was made by a considerable number of the delegates to the Food Congress to secure an endorsement of the administrative features of the Babcock

Bill above referred to, but after a very full and prolonged discussion the minority report in favor of this was voted down by a large majority, and the Mason and Brosius Bills respectively were again endorsed.

"These two bills, as has already been explained, are the same as the bills endorsed at previous sessions of this Food Congress, and are almost identical in their provisions.

"The old officers of the Congress were re-elected, and as the work of the Food Congress involves the expenditure of some money, a Committee of Finance was appointed, which asks for contributions from those interested in this legislation, as the expenses have to be provided for altogether by voluntary contributions.

"It may be due to your body to state that your delegate was accorded the honor of taking charge on the floor of the Congress of the majority report of the Committee on Resolutions, and that he favored the endorsement of the Brosius and Mason Bills, believing that it was unwise to endorse legislation creating a new office of a political character for the purpose of administering so important a measure, when the Secretary of Agriculture, a member of the Cabinet, with the assistance of the Bureau of Chemists, is much more likely to be in a position to administer it equitably and fairly.

"Respectfully submitted,
"M. N. KLINE."

The Food Congress agreed upon the following changes, affecting drug interests, in the Brosius Bill, known as H. R. 6246.

In section 5, under "Definitions," the words "national formulary" and the words "and cosmetics" are stricken out. This limits the application of the term "drug" to "all medicines recognized in the U. S. Pharmacopeia for internal or external use." Wherever the words "national formulary" are referred to in this bill they are stricken out.

Under the heading of "Adulterations," in section 6, and the proviso to the eighth paragraph of this section, the words "or a drug" were also recommended to be stricken out.

REBATES ON ALCOHOL.

The Committee of Manufacturers, representing the various industries interested in the claims for rebates on alcohol used under section 61 of the revenue act of 1894, of which Henry Dalley, Esq., is Chairman, has for more than a year past been carrying on an energetic and systematic movement to secure the enactment by Congress of legislation making it possible to recover their claims.

A bill for this purpose was introduced in the U. S. Senate on January 9th of this year by Hon. O. H. Platt, of Connecticut, and in the House on January 10th by Hon. Charles A. Russell, of the same State, and a strong effort was made to have it enacted at the last session of Congress.

Through the efforts of the Committee, working in co-operation with Messrs, Allen Comstock & Co., of New York City, attorneys-in-fact for the principal claimants under section 61, practically all the leading newspapers of the country have published editorials favoring the bill and urging its enactment by Congress. In addition to securing this editorial support the Committee was also able to enlist the active assistance of the editors and publishers of the various papers in bringing the merits of the bill to the personal attention of the Senators and Representatives from their respective States.

Action was also taken by the Committee to have the manufacturers interested urge their Senators and Representatives to support the bill, and documents giving reasons why the measure should become law were sent out to more than 1,000 firms and companies. As the result of requests from these manufacturers, and from the leading newspapers, about one hundred and fifty members of Congress have pledged themselves to vote for the desired legislation.

At a hearing on the bill before the Committee on Ways and Means, on March 20th, at which Hon. Don M. Dickinson, of Detroit, and William B. King, Esq., of Washington, D. C., appeared on behalf of the manufacturers, it was developed that the only opposition to the bill was based on a doubt as to the equity in the claims for rebate. The Committee of Manufacturers thereupon undertook to secure letters setting forth the equities of the various claimants, and has already received and filed with the proper Committees of the Senate and House several hundred signed statements showing clearly that through the failure of Secretary Carlisle to execute section 16, the writers have been subjected to a financial loss.

It is believed that the effect of these statements will be to convince the leaders in Congress that the claims are based on sound equities, and thus ensure their active support for the bill.

It is the intention of the Committee to actively prosecute its work during the months of October and November, and as soon as Congress reassembles the enactment of the bill will be strongly urged upon both the Senate and the House. It is believed that if the various claimants do their part in securing the support of their Senators and Representatives for the bill that it will become a law at the next session of Congress.

TRADE MARKS.

Your Committee regret that they have been unable to obtain in time for this meeting, a report from the Commissioners appointed to revise the trade mark laws.

Mr. E. C. DeWitt, Chairman of the Legislative Committee of the Proprietary Association, has had compiled by Mr. George L. Douglass, of Chicago, the trade mark laws of the various States. Copies may be obtained of Mr. Douglass.

Mr. Kramer, Chairman of the Trade Mark Committee of the Proprietary Association, has a full and exhaustive report on this subject, which was presented before the Association at the spring meeting.

In conclusion, your Committee can only repeat the recommendations of the last two years, viz.:

First. Favoring the repeal of section 20 and its dependent clauses of the war revenue law of 1898.

Second. The Committee favor the passage of the Brosius pure food law, provided the interests of chemists and druggists are safeguarded in such particulars as may appear to them to be necessary.

Third. The co-operation of the Committee with the Commissioners appointed to revise the trade mark laws.

Fourth. In addition to the above, in case there is any agitation on the tariff question, the Committee would favor having opium, which is the only crude drug now on which there is any duty, placed on the free list.

Respectfully submitted,
WILLIAM O. BLANDING.

Chairman Committee on Legislation, National Wholesale Druggists Association.

Mr. Shoemaker—We also have a report from Mr. George A. Kelly, who was appointed by President Frisbie a delegate to the Pure Food Congress.

REPORT OF DELEGATE TO THE PURE FOOD CONGRESS.

To the President of the National Wholesale Druggists Association:

Dear Sir:—In response to the honor of your appointment as delegate to represent the Association at the Pure Food and Drug Congress, I present the following report: I had also the honor of a commission from William A. Stone, Governor of

Pennsylvania, and credentials from the Pittsburg Chamber of Commerce. The Congress convened in Harpers Hall, Washington City, D. C., March the 7th, and continued in session until the night of March the 9th, the former President, Mr. Blackburn, presiding. There was a large attendance, the Committee on Credentials reporting that delegates had been appointed from forty-six States and Territories, the District of Columbia and the Island of Puerto Rico, and from seventeen national organizations, as well as many local and State organizations. There were in attendance delegates from thirty-one States, Territories and District of Columbia registered upon the roll book, thirteen national and ninety-five State and local Associations represented, a total of two hundred and fifty-eight registered delegates.

A cordial welcome to the members of the Congress was extended by Commissioner John B. Wight, of the District of Columbia. Mr. Matthew Trimble, on behalf of the local organizations, Hon. James Wilson, Secretary of Agriculture, and Col. J. H. Brigham, Assistant Secretary. Addresses were made by Senator Mason, who has charge of the bill in the Senate, and the Hon. Marriot Brosius, of Pennsylvania, who introduced the bill in the previous and present Congress of the United States. Short speeches were also made by Congressmen, by the Hons. Champ Clark, of Missouri; A. C. Latimer, of South Carolina; John F. Wilson, C. F. Smith, of Michigan; C. F. Cochran, and other distinguished gentlemen. These addresses were highly encouraging, indicating the deep interest felt by Congress in the subject and their desire to pass a bill to promote the honest distribution of food products and to prevent the sale of adulterated goods. All urged the members to frame a bill upon which they could all unite and then by Committees and individual effort with their representatives to press the matter with earnestness and vigor upon Congress, and success would crown their efforts.

The Congress was distinguished not only by the representative character of its delegates, its numbers, but by its earnest-ness and singleness of purpose to secure at the earliest possible moment national legislation regulating the sale of adulterated articles of food, drugs, etc., or, as the title of the bill relates, "To prevent the adulteration, misbranding and imitation of foods, beverages, candies, drugs and condiments in the District of Columbia and the territories, and to regulate interstate traffic therein, and for other purposes."

It was a surprise to many of the delegates to learn that there were two radically different bills before the Congress of the United States, the one known as the "Brosius Bill" and the other the "Babcock Bill." The Brosius bill, which had been endorsed by two previous Pure Food Congresses, placed the administration of the law in the hands of the Secretary of Agriculture, which gave the advantage of a competent corps of chemists, while the "Babcock Bill" provided for a new official to be known as the Pure Food Commissioner, at an annual salary of five thousand dollars, with power to appoint a number of salaried assistants, placing the administration of the law in his hands. The Brosius bill placed the penalties for the sale of adulterated goods upon the producer or wholesaler if the retailer held a guarantee of the purity of the goods from the seller. The Babcock bill held the retailer responsible for the quality of the goods sold, without recourse, thus denying any protection to the innocent dealer. A strong effort was made by the friends of the Babcock bill to have it endorsed by the Congress, and a shrewd resolution was offered to refer the two bills to a committee of five. An amendment was at once offered by the friends of the Brosius bill to refer to the Committee on Resolutions, which Committee, consisting of a member from each State, would be more representative. The contest was at once on. Considerable feeling was manifested, and the discussion was earnest and prolonged, resulting, however, in a victory for the

Committee on Resolutions, who reported in favor of the Brosius bill. A minority report was offered and another contest ensued, but the majority report was adopted by a large majority and afterwards made unanimous, thus securing the endorsement of the Mason and Brosius bills, whose provisions are almost identical. The decision was an eminently wise one, as the administrative feature of the Babcock bill would have undoubtedly created a suspicion in the minds of the legislators that the leaders in the pure food movement were more interested in creating new offices at large salaries than in benefiting the public. The general feeling was that such a bill could not pass. The Agricultural Department is clean, and in their hands the law would be fully and impartially administered, while in the other case possible corruption and partiality was feared. During the sessions of the Congress a meeting of the drug delegates was called to consider the bills with reference to drug interests and to consider suggestions of necessary amendments to prevent ambiguity and confusion, and also to obtain an expression of their preference between the two bills. Mr. M. N. Kline addressed the meeting, calling attention especially to the fact that the Babcock bill virtually ignored the interests of the drug trade and that the Mason and Brosius bills embodied the views of the previous sessions of the Congress. The Brosius bill was thoroughly gone over. A few amendments were made, some only verbal changes. The National Formulary as an authorized standard and the word cosmetic were stricken from the bill, thus limiting the application of the word "drug" to all medicine recognized in the United States Pharmacopæia for internal uses. To Mr. Kline more than any other person is due the defeat of the "Babcock" and the adoption of the "Brosius Bill" as the sense of the Congress. The session closed with the best of feeling. The old officers were re-elected and a committee was appointed to look after the passage of the bills (Mason and Brosius) respectively. A

Finance Committee was also appointed to raise necessary funds to prosecute the work, as it is dependent entirely upon voluntary contributions. It should receive a generous support from the drug trade in general, and the Association should accompany its approval of the object by a contribution.

Respectfully submitted, GEORGE A. KELLY.

Mr. Shoemaker—Mr. President, with the report of the Committee on Legislation are two papers—one showing the progress of trade mark law, and the other being a statement showing receipts from the war revenue act. It is suggested that these papers be printed with the report of the Committee on Legislation.

PROGRESS OF TRADE MARK LAW.

The progress of trade mark protection during the last year may be properly considered from two points of view:

- 1. International commerce.
- 2. Home trade.

Under the first heading the treaty between Russia and Switzerland, concluded in 1899, is probably the most important. Under this treaty the trade marks of Russian citizens which are good at home are to be protected in Switzerland, and are valid there, although they do comply with the Swiss laws, and are admitted to registration. The same thing applies to marks of citizens of Switzerland used in Russia.

A moment's reflection brings out clearly the advantage to the Russian citizen, who exports any Russian article into Switzerland, in that he need not consult the Swiss laws, but only the laws of Russia; and that he need not have two forms of mark, one for Russia and one for Switzerland.

On the other hand, the objection may be made by the citizen of Switzerland that Russian citizens ought not to be granted any greater privileges than he has.

This objection was not considered tenable by the two governments, as otherwise they would not have made the treaty. The question between them was one of convenience to the citizens of both countries in their international relations.

The above treaty was followed in spirit in a convention between France and Equador under date of March 17, 1900.

The old form of convention and that used by the United States merely guarantees to citizens of the foreign state with which the treaty is made the same rights as citizens of the country in which the trade mark is being used. Under this form the Russian would have in Switzerland only the rights of a Swiss citizen, and not the rights of his own country as under the new form of treaty.

In regard to the second subject, home trade, the growth of the belief on the part of the American people that Congress has authority to pass a trade mark law, which will be applicable to all interstate commerce, and the disappearance of the contrary view held in 1881 when the present international trade mark law was approved, is very important.

It is understood that the commission to revise the trade mark laws will report a general trade mark bill claiming constitutional authority.

STATEMENT SHOWING RECEIPTS FROM THE WAR-REVENUE ACT ONLY, FROM JUNE 13, 1898, TO JUNE 30, 1900.

	Receipts	Receipts	Receipts	
	from June	during	during	
	13 to July	the fiscal	the fiscal	
	1, 1898.	year 1899.	year 1900.	Total.
Schedule A	\$724,073.94	\$38,618,081.20	\$36,416,082.11	\$75,758,237.25
Schedule B	70,343.66	5,219,737.46	4,548,283.19	9,838,364.31
Beer	2,023,747.66	31,093,138.38	33,431,221.65	66,548,107.69
Special Taxes	46,973.00	5,370,941.80	4,844,743.97	10,262,658.77
Tobacco	367,639.64	14,226,994.63	16,738,622.13	31,333,256.40
Snuff	18,361.03	875,898.72	895,045.07	1,789,304.82
Cigars	110,268.16	2,717,851.34	3,189,764.14	6,017,883.64
Cigarettes	39,090.29	1,402,828.18	1,320,394.72	2,762,313.19
Legacies		1,235,435.25	2,884,491.55	4,119,926.80
Excise Tax		643,446.41	٨,079,405.14	1,722,851.55
Mixed Flour		7,840.62	7,439.46	15,280.08
Additional Taxes	3			, , , , ,
on Tobacco and		,		
Beer	9,945.13	947,424.37	18,734.82	976,104.32
Total	\$3,410,442.51	\$102,359,618.36	\$105,374,227.95	\$211,144,288.82

STATEMENT SHOWING RECEIPTS FROM THE WAR-REVENUE ACT ONLY, FOR JULY, 1900.

	:
Schedule A	\$2,768,725.83
Schedule B	311,695.59
Beer	3,700,552.35
Special Taxes	3,167,123.54
Tobacco	1.249.513.50
Snuff	41,255.26
Cigars	
Cigarettes	
Legacies	
Excise Tax	
Mixed Flour	
Additional Taxes on 'Fobacco and Beer	
Total	\$11,970,410,15

President Frisbie—Gentlemen, the report of the Committee on Legislation will take the usual course and be referred to the Board of Control. The report of Mr. Kelly will be received and published in the proceedings, and also the other papers referred to.

The next business in order will be the report of the Secretary.

Secretary Merriam read the following report:

REPORT OF THE SECRETARY.

Mr. President and Gentlemen of the Convention:

On the 13th of November, 1878, the "Western Wholesale Drug Association," then in the early years of its existence, met in this city, and the record of the fourth annual meeting was made. That we have not been here since the change in the name of the organization in 1882, is not due to indifference on the part of the membership, or the wholesale drug trade of this city, but because the demands from other localities have made it impossible to accept the very kind invitations presented previously. We are here to-day without any invitation from the trade of this city, but the committee on "time and place of meeting" used their best judgment in the matter, and decided

that it would be for the best interests of the three organizations now closely allied together, to meet in the city of Chicago, and, in an informal way, to confer together.

We are not forgetful of the fact that at the convention held here twenty-two years ago, a member of one of the old drug firms. Mr. Thomas Lord, was elected President of the Association for the ensuing year. We are also rejoiced to know that during this long term of years his membership in the Association has been continuous, serving with signal ability on several committees, and still in active business life at the head of his firm; is still the genial companion and the honored and respected merchant.

THE INCREASE IN DUES.

It will be remembered that at the meeting at Niagara Falls last year the annual dues in both classes were doubled over previous years, making the active fifty dollars and the associate twenty dollars. When the convincing argument of the able Chairman of the Proprietary Committee was made, showing clearly to the minds of all that this increase was absolutely necessary for the preservation of the rebate plan, there was not a single argument made against it. Several changes were necessarily made in the membership from active to associate, for the reason that many firms were elected as active members who did not do a wholesale drug business, and were, therefore, not properly placed under the constitution. Of course, when such changes were asked, or made, it was promptly done, but it lessened somewhat the revenue of the Association. The radical change in the cost of membership was not disappointing in its results, for it was anticipated that many changes would occur and some resignations in consequence, causing some delay in making collections, with increased labor for our amiable Treasurer, but, knowing he was a Strong man, with a back adjusted to the increased weight of his labors, he would be equal to the occasion, as his report confirms.

The status of the membership as reported by the Treasurer is as follows:

Active, 220; Associate, 182.

Thirty-one names of active and associate members have been removed from the roll of members from several causes—a failure to pay their dues, resignations and retiring from business.

CO-OPERATION WITH OTHER NATIONAL ASSOCIA-TIONS.

During the past year I have received many communications from the associated organizations of several of our larger cities, having in charge the commercial interests of the country, both state and national. They have asked the co-operation of our body in petitions to the National Congress, appreciating the fact that as representing so large an element of the mercantile interests of the country we could not be indifferent to the results desired to be accomplished by the combination of potential influences operating in joint action upon special legislation, state and national. In reply to many of these I could only express my personal opinion of the value of these efforts in the plans to be pursued, and could only refer them to the official action to be taken by the general sentiment of our Association at the next convention of our organization, to be held at a later date. I could not presume to pledge the Association, by the action of one of its unimportant officers, to the approval of measures which would require the best thought and consideration before reaching conclusions which might be largely to the general good or injury to important interests involved, and in prefacing these remarks, as I do, before presenting in this report the matter which I desire to submit for your consideration, I would say, it is no longer any secret that the great railroad corporations were strongly entrenched, with the aid of immense capital and powerful influence and persistent opposition, to override the just demands of an enlightened and conservative business element; to conserve what was just and right in the proposed new legislation where the old law and the original bill had proven so elastic for evil and debasement

in the hands of unscrupulous manipulators, working in the interests of their own wicked and malicious conceptions.

In a communication under date of April 25th, from Secretary Frank Barry, of the League of National Associations, I makethe following extract:

"LEAGUE OF NATIONAL ASSOCIATIONS.

"Washington, D. C., April 25, 1900.

"Mr. A. B. Merriam, Secretary National Wholesale Druggists Association, Minneapolis, Minn.:

"Dear Sir:—This is not for publication in the form of a communication, though you are at liberty to use any of the statements of fact made herein, and to quote the undersigned as authority therefor.

"Assuming that you are informed as to the pressing necessity felt by the commercial interests of the country for the amendment of the 'Interstate Commerce Law,' so that the Commission may be clothed with the authority and power contemplated at the time of its enactment, February 4, 1887, of which it has been stripped by decisions of the courts, and that the shipper may obtain relief from the serious discriminations and oppressive injustice now suffered at the hands of transportation companies; supposing also that you are aware of the organized effort that is under way to secure remedial legislation during the present session of Congress, through the League of National Associations, which has as its constituent supporters practically all of the national associations of producers, manufacturers, and traders of the United States, I desire to report the status of Senate Bill 1439, the measure which has been carefully prepared for the purpose stated, and which has received the unqualified approval and endorsement of some forty national associations and over three hundred local, State and interstate organizations of shippers, agriculturists, boards of trade, and other commercial bodies.

The demand from the people for this legislation is imperative. No measure has been before Congress which has met with greater popular support, or brought forth stronger or broader appeals for consideration and enactment. It is generally recognized as the best and most important anti-trust law that could be placed upon the statute books; because it strikes at conditions which make the industrial combination or trust possible. The people know that without favors in transportation, which are not only granted to, but are often forced by the great manufacturing and trade combinations, they cannot continue to drive the smaller concerns out of business. They know, too, that under the present impotent law there is no relief to be obtained from the oppression suffered through discriminations practiced in favor of these great commercial trusts by their friends, the greatest of all 'trusts'—the railroad combinations.

"This is not a question of party or politics as yet, but if, through domination of railway influences in Congress, the attempt which is being made to strangle this bill in committee and prevent it from reaching action by the legislative body shall succeed, it certainly will become one of the vital issues of the next national political campaign.

The bill, S. 1439, was introduced by Senator Cullom on December 12, 1900, and upon the same date was referred to the Senate Committee on Interstate Commerce, of which Senator Cullom is chairman. Prompt request for a hearing was made by the advocates of the measure, but, despite the chairman's efforts, it was not until the 26th of January that a quorum of the committee could be gotten together for the purpose. During the time allowed for this hearing it was not possible to submit all of the testimony desired, so another hearing was asked and granted.

"It was not until February 15th (three weeks later) that a quorum of the committee could again be assembled for this hearing, and only an hour and a half being allowed, which was hardly sufficient, adjournment was taken until February 20th,

when the advocates for the bill completed their case, expressed willingness to rest all arguments, and commenced to urge action by the committee looking toward a report of the bill.

"At this time prophesies were rife and assurances offered from every side, that no measure would be allowed to leave the committee upon report which did not meet with the full approval of the associated railroads of the country. It was said that the railroads did not desire any amendment of the present emasculated Interstate Commerce law, and that the bill, No. 1439, would be delayed, through continued hearings and resolutions requiring lengthy statistical reports, until the close of the session. Our only answer has been that if this be done, the people shall know the facts, so as to place the responsibility where it belongs.

"After the close of our arguments for the bill (February 20th) further hearings were quite properly declared in order, that the opposition might be heard. No quorum of the committee got together, however, for the purpose—nor were the opponents of the bill heard from—during the ensuing three weeks. The chairman then announced his intention to close the hearings. Demand being made by members of the committee for further time, it was agreed that three hearings, and no more, should be held, the same to be on March 23d, March 30th and April 6th.

"On March 23d the opposition to the bill made no appearance, and, in order that the time of the committee might not go to waste, several supporters of the measure spoke for it.

"The hearing of March 30th was a repetition of its predecessor.

"On the 6th of April representatives of the railroads (the only opponents of the bill) made their first appearance, with a mass of testimony too voluminous to be received during the time allotted; therefore, this hearing was adjourned to April 13th, when it was completed.

"The chairman again called for action by the committee, toreport the bill, and has since been endeavoring to secure the same, without success, as certain members clamor for indefinite continuance of hearings and refuse to vote upon it. Their intention must be obvious to all."

Although this bill (the Cullom Bill) has been ignored in committee since this portion of the report was written, it nevertheless proves the prompt action of one of our well known firm members who gave wide expression to their views through the circulation of one of our able and widely read publications in the discussion of this important measure. Such I consider it the duty of all to do at such times when the call for such service is made upon large and well known firms, whose influence is largely measured by the great extent of large capital and trade and the forceful argument which they are able to convey in support of measures intended to advance the interests of the country and the amelioration of conditions antagonistic to the morals of trade, and the remedying of evils which defy legislation and debase the public sentiment.

"St. Louis, Mo., Feb. 16, 1900.

"Dear Sir:—We have before us a copy of Senate Bil; No. 1439, introduced by Senator Cullom.

"The bill, as we understand it, is for the purpose of soamending the Interstate Commerce law as to invest the Interstate Commerce Commission with power to enforce its rulings.

"There are some provisions in this bill which, if enacted into law, will, it seems to us, burden the Commission with such a great amount of labor as to defeat by delay the ends it is intended to accomplish.

"Section 6a provides that the Commission shall prepare a 'national freight classification,' which shall govern all interstate traffic; that the Commission shall

"'Hear complaints of carrier or shipper against such classifi-

cation and shall have power to amend such classification for the purpose of removing any injustice thereby caused to carriers or shippers.'

"When we consider the widely diversified interests represented under one 'national freight classification,' and the fact that these interests have been built up as the result of many years of labor under conditions favored (perhaps unfairly) by the carrier directly affected by the growth of the industry, the task of framing a 'national classification,' one which will not destroy or build up, one which will be acceptable to the carrier and shipper alike, seems to us beyond the possibility of a commission the size of the one as now constituted.

"We have to-day practically four prominent classifications—the 'official,' governing business north of the Ohio River and east of the Mississippi; the 'Southern,' south of the Ohio River; the 'Western,' west of the Mississippi, and the 'Trans-Continental,' governing business to and from the western coast. In addition we have our numerous 'state classifications,' and 'commodity' tariffs, which have for effect the changing of a commodity from the classification to a special rate of its own.

"We do not believe that the Commission would be able, under its present organization, to hear or entertain 5 per cent of the complaints against the adoption of a classification which would affect either the carrier or the shipper unfavorably. Occasions will arise where it is necessary to act quickly in the movement of some commodity. It ought not to be necessary for shipper or carrier at remote distances to be obliged to suffer delay and expense in obtaining justice.

"We would favor the enlargement of the present Commission and its sub-divisions into 'districts' or 'circuits,' to conform in some degree to the territory represented by these different classifications. This would give us a Commission thoroughly in touch with the needs of each section of country. It would also greatly facilitate action. These Commissions should

consist of five members, two of which should be selected from the business interests, two from the railroad service, and a fifth from the legal profession. The chairman of each of these Commissions should be ex-officio a member of the national, or present, Commission; and in all matters brought before the Commission affecting the commerce of the entire country, final action should only be taken by the National Commission. Both the national and sub-commissions should be thoroughly eliminated from politics and the positions should be life tenures. The same dignity should attach to the office as we insist upon in our highest courts of justice. Men who have a well earned reputation for ability and integrity of purpose should be appointed to fill these places, and the compensation should be fully commensurate with the dignity of the office.

"The laws ought to be so amended that the powers of our numerous 'State Commissions' affecting interstate commerce shall be circumscribed. The National Commission should, in all questions directly or indirectly affecting interstate commerce, be paramount.

"The honest business man to-day is willing to submit his future to the keeping of a high-minded, non-partisan tribunal of this kind. He does not want to be preferred; he only wants justice. Heretofore the railroads have dealt out justice as revealed to them through the light of selfish interest. The business man has only participated in the results in so far as the railroad manager found expedient.

"Competition, which can generally be counted upon to finally adjust (in some manner) all things, now seems to be, on account of wholesale consolidation, a thing of the past. This leaves the commerce of the country, as it stands to-day, entirely in the hands of men who control the destinies of the great highways; and, while we have faith in their wisdom and good intentions, it does not seem just or right that such power to rule, either wisely or unwisely, should be placed in the hands

of private parties whose first thoughts are for the individual interests they represent.

"The common earriers of our country have a public service to perform. They are granted a franchise to use our 'eminent domain' through the suffrage of the people. The process of rate-making is to-day of more importance to the future of our country than the revenue tariff; and yet it is given over to private parties who are in many cases only interested as employes of the carriers.

"'Taxation without representation' was the cause of the formation of our republic. Our commerce to-day is an example of this condition. We believe that every earnest, honest traffic manager, railroad president or stockholder would welcome a reasonable law looking to the equitable government of their properties in the interest of the public and the carriers. We do not believe that any commission would be un-American enough to advocate a policy to crush the vast highways, that have done so much to advance our civilization.

"The business man is of necessity the friend of the traffic man. Their interests are mutual in matters of legislation as well as traffic, when conducted along lines of reasonable fairness; and if the carriers fail to accept the situation cheerfully and by their aid bring about a harmony of action so much to be desired, they will only serve to align the business interests, the interests so interdependent, against them—which will result in legislation adverse to both the carrier and the shipper.

"We are, with the amendments above suggested, in favor of Senate Bill No. 1439. We do not believe it will correct all the evils our commercial system is heir to, but we believe it is a step in the right direction, and if adopted and honestly administered will lead to further amendment—as experience will teach us—and finally enable us to reach a higher ground, acceptable to all concerned.

"Yours very truly,
"MEYER BROTHERS DRUG CO."

ADVERSE ACTION OF THE GOVERNMENT AGAINST CERTAIN MEDICINAL ARTICLES OF COMMERCE.

It may be recalled by many of you that at the meeting at Niagara Falls last year a statement was made by one of our members, Mr. Harold Sorby, representing the Pasteur Vaccine Company, Ltd., Chicago. The presentation of his address was made at near the close of the fifth session, when other important matters were pressing for consideration and a fuller consideration of the matter was deferred until the next day, when the resolution which had been proposed had been referred to the Board of Control for their consideration. I very much regret that some pronounced and emphatic action on this matter could not have been taken at that time, for immediately following the publication of the proceedings in some of the public journals there appeared exhaustive communications of ability and influence from some of our manufacturing membership firms, treating at considerable length on the subject inaugurated at that meeting. Among the contributors was the well known firm of Parke, Davis & Co., of Detroit, whose financial interests were involved in the extensive manufacture of one of the articles which had been selected by the Government by its unwise and almost malicious competition in manufacture and free distribution of the product throughout the country.

It may be due to you that I should make an apology to the convention for occupying so much time in my report, in the consideration of what may seem to you associate matters. On reflection, I think you will not so consider it. The parties prominently named are members of this Association, and have been for many years, and it was right and just that they should make an appeal to us through the presentation of facts and figures which will give you some idea of the action which a prominent department of the government is taking against the vital interests of many of our members and following its re-

peated assaults with a persistent misrepresentation of facts in the defense of its action. The Government of the United States has no priority right of precedent or necessity to enter the field as a manufacturer and distribute its product free to every community, against the competition of large mercantile firms whose business is established by large investments of capital and constant outlay in process of manufacture and taxes to the Government, who now seeks to destroy its important interest.

I am in possession of an extended correspondence with the Bureau of Animal Industry at Washington, D. C., by Messrs. Parke, Davis & Co., of Detroit, and the Pasteur Co., Ltd., of Chicago.

I can, in this report, make only brief extracts from the correspondence between the department and these firms. I also include a forceful volunteer editorial from the Oil, Paint and Drug Reporter of New York City.

"THE GOVERNMENT AS SERUM MANUFACTURER.

"Readers of the Reporter are doubtless familiar with the various steps recently taken in the earnest, extensive agitation against the proposed appropriation by Congress to the Secretary of Agriculture of the funds necessary for use in the manufacture and free distribution of blackleg vaccine, etc. Our correspondence from Washington in several recent issues has contained succinct and lucid accounts of the measures adopted by such varied interests as manufacturers of pharmaceutical preparations, wholesale and retail druggists, live-stock journals and even the stock-raisers themselves in opposition to this favorite scheme of the Bureau of Animal Industry and it is to be earnestly hoped that when the agricultural appropriation bill is brought forward in Congress there will be found a sufficient number of members alive to the interests of those concerned as well as to the principle involved in the opposition, to defeat a measure which is palpably unfair and unjust to manufacturers of and dealers in the article throughout the country, depriving

them of a considerable share of their customary business and, while benefiting a class of cattle-dealers least of all in need of such government support, is in striking violation of all the fundamental principles that should control the relations of government to matters of commerce. The protests that have been received from the various influential elements denouncing the appropriation have contained vigorous and unanswerable arguments in support of the position they maintain. As an illustration of some of these, that of an important wholesale drug house of Milwaukee takes occasion to urge that, should some appropriation be made, no part of the same should be used toward the manufacture or distribution of any article that could be purchased in open market. Another protest coming from an argicultural journal of Kansas, which is, indeed, a quarter one would hardly expect such support from, recites that:

"'It appears to us that the Government experiment is eminently proper, but the free distribution is in violation of the best principles of our Government. It is a well-known fact that the cattlemen, at present, at least, are considered the most wealthy class of people in the West. They are certainly living on Easy Street, and to make them the subject of Government charity would be very distasteful to them, and perhaps unfair. We submit that it would be unwise and unfair for the Government to enter into competition with the legitimate manufacturers of this vaccine, especially when prohibitive competition benefits only a wealthy class. For these reasons we urge that the appropriations made in this direction be limited to those for purely experimental purposes.'

"The editor of the Live Stock Inspector, a journal devoted to the interests of the cattlemen and stock farmers of Oklahoma Territory, is even more incisive and stringent in his criticism of the principle involved in the measure and declares:

"'I am not yet a convert to the idea that the Government should own and operate all public utilities, and until I am.

must protest against this invasion in the field of commerce against a legitimate manufactured article. If you are going to supply vaccine free, I insist you also supply us with quinine and liver pills on the same theory.'

"The extent to which the action of the Government infringes on the legitimate commercial activity of an important industry is well illustrated by the assertion of a prominent employee of the Bureau of Animal Industry to the effect that over 2,000,ooo doses of Government vaccine had been distributed by that bureau. That the tendency of such a policy, as is proposed, can have only demoralizing results to the interests alleged to be benefited, admits of no question, as, although at present the cattle industry is prosperous, the beneficiaries of the measure in that field are in effect made the objects of Government charity, and it is accordingly not surprising that the representative organs of that important industry should strenuously resent the attitude of the Government in thus placing them in so unfavorable a light before the great public of the country's tax-payers. In addition to the arguments outlined above, there are several other cogent reasons for the refusal of Congress to sanction the projected legislation, such as the belief that, in some cases, the stockmen have not been the real beneficiaries at all, but that other parties who have received the vaccine gratis have in turn sold it to farmers or have used it in professional work for which, of course, a payment was required. It can thus be easily seen that the system has been and would be even more liable to continual abuse and the irregularities might in a short period lead to a condition of grave scandal. It is, therefore, in a spirit of entire good will to a department that has done much valuable experimental work, and in the conviction that the best interests of the Government and the industries concerned alike demand it, that the Reporter urges upon the Senate and the House of Representatives to refuse its consent to the item carrying the appropriation to the Agricultural Department for the purpose of manufacture and free distribution of blackleg vaccine or other similar products."

It was my intention, as stated, to submit to you some extracts from the correspondence referred to, but, on consideration, I thought it better for a more intelligent conception of the facts to submit the whole correspondence in pamphlet form which will be published in connection with my report under the caption of "Governmental Competition with Trade, and a Blight Upon Private Enterprise."

I cannot resist publishing in this connection the last letter written by the department at Washington, which, up to the present time, has closed the correspondence to the best of my knowledge. This conceited underling of the department who has presumed to thus publicly insult the intelligence of the country in the exercise of his brief authority, would receive but little consideration in the maintenance of his position if sent out from one of your business offices.

"DEPARTMENT OF AGRICULTURE.

Office of the Secretary.

Washington, D. C., Jan. 20, 1900.

Mr. Harold Sorby, Gen. Mgr., The Pasteur Vaccine Co., Ltd., 56 Fifth Avenue, Chicago, Ill.

Dear Sir:—I am in receipt of your long letter of the 16th inst., with reference to the preparation and distribution by this department of a vaccine for blackleg, and would say in reply that I have already discussed this matter in correspondence with you, as fully as appears desirable. I do not see that anything is to be gained by any further elaboration of my views on the subject, and certainly do not propose to enter into any controversy in regard to it.

Yours respectfully,

W. H. BRIGHAM,
Acting Secretary."

The foregoing deals principally with the injustice and injury inflicted upon manufacturing members of this Association. But the subject comes home to the interests and purses of the jobber and retailer as well. The action of Government institutions in presenting vaccines and antitoxins free of charge deprives jobber and retailer of so much business. The private producer reaches the consumer through jobber and retailer. The Government, on the contrary, disregards jobber and retailer and goes directly to the consumer.

But enough is submitted to show the animus of the department in its controversy with the mercantile interests of the country. I believe when all these facts are submitted to you it will be the sentiment of this Association, through its convention, that hereafter no appropriation be made by Congress to encourage this illicit piracy upon the business interests of this country represented in no small degree by the members of this organization.

Respectfully submitted,

A. B. MERRIAM, Secretary.

GOVERNMENTAL COMPETITION WITH TRADE A BLIGHT UPON PRIVATE ENTERPRISE.

There is a disease commonly called "Blackleg" to which young cattle are subject, which though of an infectious nature, is purely of local character.

The germ or virus of this disease was discovered over 20 years ago. Following the lines laid down by Jenner with Smallpox in 1796, and by Pasteur with Anthrax in 1881, a method was devised or discovered in 1884 of attenuating the virus of the disease (Blackleg) in such a way that by the introduction into the animal system of this attenuated virus the cattle are protected against Blackleg in the same way as human beings are protected against Smallpox with Smallpox Vaccine. This method or system of preventive treatment is known as vaccination, and the material used is known as the vaccine virus of Blackleg or simply Blackleg Vaccine.

The experimental work with the attenuated virus or vaccine virus of Blackleg was undertaken by MESSRS. ARLOING, CORNEVIN AND THOMAS, and was completed by them in 1884; and ever since that date the Blackleg Vaccine has been successfully used upon millions of young cattle in nearly every country of Europe. In other words, Blackleg Vaccine is, and has been for the last 15 years, an article of commerce, and has been bought and sold as such in the open market.

Vaccination for Blackleg and Blackleg Vaccine were introduced into the United States in the spring of 1895, and since that time, that is to say, during a period of nearly five years, this Blackleg Vaccine, in one or more forms, has been an article of commerce, and it has been bought and sold and used as such ever since. The commercial product has, and has had for several years past, a well-established reputation, and has been successfully used upon nearly two millions of cattle in the following States: Arizona, California, Colorado, Idaho, Illinois, Indian Territory, Iowa, Kansas, Minnesota, Missouri, Montana, Nebraska, Nevada, New Mexico, North Dakota, Oklahoma, Oregon, South Dakota, Texas, Washington and Wyoming.

Apart from the long-continued practical and successful use of the commercial Blackleg Vaccine, the said vaccine has, from time to time, been publicly endorsed and recommended by Federal and State officials in the following States: Colorado, Iowa, Kansas, Missouri, Montana, Nebraska, North Dakota, Oklahoma, Washington, Wisconsin and Wyoming.

Notwithstanding the fact that Blackleg Vaccine was by no manner of means an experiment, but on the contrary, was clearly established as a practical and successful preventive agent for blackleg, both in Europe and in the United States, the Department of Agriculture in 1897 undertook the manufacture and free distribution of a Blackleg Vaccine; doing so at the time on the ground that Blackleg Vaccine was of an experimental character. It was owing to the claim made by the

Department that Blackleg Vaccine was an experiment—an entirely untenable claim—that the Senate Committee on Appropriations declined to place any restriction upon the Department when approving the appropriations in April, 1899. However, as soon as these appropriations had been made, the Department of Agriculture no longer pretended that Blackleg Vaccine was an "experiment," but continued the manufacture and free distribution of this article as "an experiment to determine whether the use thereof, systematically and thoroughly for a number of years, would lesson the amount of the disease and tend to eradicate it." The Department has continuously manufactured and distributed the vaccine, and claims to have furnished over 2,000,000 doses. Inasmuch, however, as it no longer can be contended that any "experiment" is involved, the Department of Agriculture has, in a letter recently addressed to Senator McMillan, stated that the manufacture and free distribution of Blackleg Vaccine constitutes a part of its executive functions and will be continued accordingly.

We think that it is admitted on all hands that the manufacture and free distribution by a Department of Government of an article that is manufactured and has been placed on the market by commercial concerns, that is bought and sold by traders in the usual course of business, and is and can be purchased and used by that particular class of citizens or those individual consumers who need it, constitutes competition by the Department with the manufacturers and traders of the country, and that such competition is unjust and unfair and has a natural tendency to destroy the commerce of the country.

Blackleg Vaccine was placed on this market, and the business in that commercial commodity was established at least two years before the Department of Agriculture entered the field as a competitor, and this competition on the part of the Government has now continued for over two years and is daily becoming of a more onerous character. If allowed to continue, it will naturally result in the Government obtaining a monopoly, as no commercial concern can, for any length of time, successfully compete with the Government when that body is manufacturing and furnishing a similar article free of charge. The manufacture and distribution of a Blackleg Vaccine by the Department of Agriculture is entirely unnecessary and unwarranted. The supply of the commercial product is ample to meet all demands, it is within the reach of all men who need it, and its efficacy is and has been for many years established beyond a shadow of doubt. The disease (Blackleg) is, as already mentioned, of local character, and exists among the young catle in certain parts of the western States and practically in no other part of the country. The Blackleg Vaccine manufactured by the Department of Agriculture is furnished gratis to rich owners or corporations rather than to poor farmers, as it is not on the small farms of the East, but on the large ranches of the West that Blackleg is to be found, if at all. The manufacture and free distribution of Blackleg Vaccine by the Department of Agriculture is as demoralizing to the cattle raisers as it is to the dealers in that class of material, and is a matter of considerable abuse. This competition deprives the trader of legitimate business and discriminates against one class in favor of another.

President Frisbie—We will adopt the usual course with this report and refer it to the Board of Control. Is the Committee on Arrangements ready to report?

Mr. Weller—Mr. President, we have nothing more to report than what is published on the cards which have been distributed to the members. We thought we would avoid taking up too much of your valuable time in making announcements and so had the entire programme printed.

President Frisbie-The chair will appoint as mem-

bers of the Committee on Time and Place the following gentlemen: Mr. C. F. Weller, Mr. Charles W. Snow, Mr. L. B. Hall, Mr. F. S. Churchill and Mr. C. F. Shoemaker.

Committee on Nominations: Mr. W. A. Hover, Mr. C. F. Cutler, Mr. C. S. Littell, Mr. C. A. Jerman and Mr. J. C. Eliel.

We will now take up the report of the Committee on Credits and Collections, of which Mr. W. A. Hover, of Denver, Colo., is chairman.

Mr. Hover presented the report as follows:—

REPORT OF COMMITTEE ON CREDITS AND COLLECTIONS.

Mr. President and Gentlemen of the National Wholesale Druggists Association:

Trade conditions applying to the wholesale drug business have been exceptionally good throughout the entire country during the year which has elapsed since our last annual meeting. From all sections reports of increased sales with good collections for the first six months of the current year are unanimous. These conditions, in conjunction with the favorable state of the market, will mark the year of 1900 as one of the banner years of the wholesale drug trade.

The present prosperous condition of the wholesale business is but a reflection of better conditions existing among the retailers. The one cannot be prosperous without the other is enjoying like conditions. That such prosperity is universal and applies to both branches of the trade is further evidenced by the reports of failures for the first six months of the current year. The total number of failures in the drug and paint trade during the first half of the year were 131, as against 149 in

1899, 240 in 1898, 256 in 1897 and 267 in 1896, or less than one-half the number of failures in 1896.

In the amount of liabilities involved by these failures the comparison for the first six months of 1900 is still more favorable. For the first six months of 1896 the amount involved was \$1.795,137. During the same period in 1900 but \$612,953, a little more than one-third.

While not at all inclined to be pessimistic, this steady increase in volume of business accompanied by minimum loss on account of bad debts, with profits somewhat above the average as a resultant of an advancing market, should furnish food for serious reflection on the part of every creditman. For upwards of five years we have been on the upward curve of the wave of prosperity. The apex must soon be reached or the experience of the past is without avail.

For the future greater caution should be used in the scanning of credits and a greater effort should be made to reduce existing past due obligations. In the end the result will be alike favorable to both debtor and creditor.

UNIFORM TERMS AND DISCOUNTS.

For upwards of a decade this Association has declared for uniform terms and discounts. Commencing with the Boston resolution in 1887, successive attempts have been made by the different Chairmen of this Committee to establish uniform terms of THIRTY DAYS NET, OR ONE PER CENT CASH TEN DAYS. Mr. Faxon's reports of 1887 and 1888, followed by Mr. Eliel's report of 1889, and Mr. Morrison's reports of 1897 and 1898, are especially noteworthy. But to-day, after an elapse of thirteen years, we are seemingly as far from the goal as when we first started on the agitation of this reform. Conditions are, however, so rapidly resolving themselves as to demand the consummation of the end in view. The wide divergence in the earning capacity of money in different sections of the country undoubtedly has retarded this movement in the past. Recent

investigation demonstrates, however, that this obstacle no longer exists, or exists in such a modified degree as to be no longer objectionable.

Reports from ten trade centers, located in all sections of the country, from the New England States to the Pacific Coast, and from the Canadian borders to the Gulf, show a remarkable uniformity in interest charges on real estate and approved commercial loans, the rate on commercial paper running from 5 to 6 per cent, and the rate on real estate loans, with two exceptions, running from 3½ to 4½ per cent on gilt edge property, and a somewhat higher figure for property not so favorably located. The existing variation is, therefore, only about 1 per cent.

The increased cost of doing business by reason of the almost universal abolition of boxing and cartage charges is a factor which should not be lost sight of. The Missouri River jobbers, in discussing this question, made estimates based on actual figures presented, indicating that the increase by virtue of this charge would average not less than I per cent of gross sales. This I per cent comes out of the net profits and cannot be made up in other directions.

The constant, daily addition to our stocks of new preparations, which in no way increase the volume of our sales, simply replacing other and better known articles, compels the carrying of larger stocks and the investment of greater capital for transacting the same volume of business. Competition is year by year becoming keener and keener, resulting in a corresponding shrinkage in gross profits.

On the other hand, the expense of doing business is constantly increasing. It being a well understood fact that the longer we remain in business the greater the expense, etc., in proportion to volume of business done.

These facts demand a reasonable readjustment of our present excessive terms and discounts. 11/2 or 18 per cent per

annum, and 2 or 24 per cent per annum, are figures no longer consistent with present methods and conditions.

The reduction of time from sixty to thirty days will in no wise affect the retailer in good standing, but rather add to his prestige. On the other hand, it will immensely benefit the creditman, who, ofttimes is unable to act until after the expiration of the sixty day limit. Sixty days or 1½ per cent for cash encourages competition among the retailers, by making it easier to establish new stores. Thirty days or 1 per cent for cash encourages more conservative buying and better business methods and lessens competition. To the wholesaler it means less capital invested, quicker returns, and a cessation of a constant and persistent drain upon his net profits, to say nothing about decreasing the additional credit risk involved.

Proprietary goods representing on an average 54 per cent of our sales, are practically net cash. Such cash discounts as are allowed by the proprietors do not in the majority of cases represent the net profits on their preparations. A considerable proportion of the cash discount being absorbed by the expense of doing business in addition to the entire amount of the regular or rebate discount. Of the 46 per cent of our sales other than proprietary articles, 75 per cent is for merchandise for which we pay cash, or obtain not to exceed I per cent discount. In view of these facts can we, as business men, justify ourselves in giving without value received, our present excessive discount of 1½ and 2 per cent?

Uniform Terms and Discounts:

Supplementing the excellent work done by Mr. Morrison, in his reports for the years 1897 and 1898, your committee instituted enquiries on similar lines with results that are most encouraging.

Of the one hundred and ten answers received in reply to the question,

Are you willing to adopt through your local Association, or otherwise, the following terms in the billing of all goods, with the exception of Liquors, Cigars and Sundries, THIRTY DAYS NET, OR ONE PER CENT CASH TEN DAYS. These terms to be made effective January 1st, 1901?

Seventy-four (74) reported in the affirmative, without quali-Twenty-one (21) qualified their answers by stating they would provided their competitors would. Fourteen (14) were against the proposition, and one was doubtful.

The canvass made by Mr. Morrison, in 1897, resulted in a vote of seventy-nine (79) in favor of, and twenty-seven (27) against. A similar canvass in 1898 indicated a change of sentiment favorable to the adoption of the new terms, ninety-three (93) being for and only fifteen (15) against.

The result for 1900, showing ninety-five (95) for, fourteen (14) against and one doubtful, indicates the general sentiment as about the same as in 1898. An analysis of the 1900 vote is, however, extremely encouraging, and indicates the possibility of successful local or sectional action on this question, and tosuch action this report will refer later.

A summary of this canvass by sections shows the situation to be as follows: In Eastern States, including the New England and Middle States, twenty-eight (28) favor Uniform Terms, two (2) are against and one is doubtful. States West of the Alleghanies, East of the Rocky Mountains and North of the Ohio, are almost unanimous, the vote standing thirty-seven (37) for and three (3) against. States from the Missouri River West, not including Texas and the Pacific Coast States, are solid for the new terms. The Pacific Coast States, which in 1897 were solid for sixty days and 2 per cent, are now with two exceptions favoring the thirty day terms.

In the Southern States, as was to be expected, the result is not so favorable, fifteen (15) being for and seven (7) against. Your attention is particularly called to the fact that of the total number of votes against adoption, seven (7) of the fourteen (14) are from Southern States, including Texas.

This leaves for all the territory West of the Alleghany Mountains, through to the Pacific Coast and North of the Ohio River, including also Kentucky and Tennessee, only five (5) jobbers who express themselves as being against the proposition. Eliminate the two objectors on the Pacific Coast and but three (3) remain in all this vast territory. Can we longer hesitate in taking action?

The objections raised at this time are largely based upon the fear that competitors will not put in practice or adhere to the new terms. One house states that they are unable to collect on sixty days time and it would be useless to reduce the time to thirty days. The first objection would hold good for any reform of whatsoever nature that this Association could undertake. If the great majority can see their way clear to inaugurate terms which are so manifestly fair and just, and which are demanded by the exigencies of our business, the minority will undoubtedly fall into line as soon as they see that the majority propose to act.

While the second objection is undoubtedly true, it would be equally true if the terms were Ninety Days or Four Months and Three or Four per cent for cash. To change the terms from Sixty to Thirty days does not mean that all bills will be collected at the end of that time, any more than, they are collected when due, on the basis of our present terms. It does mean, however, that a bill sold on Thirty Days is due in Thirty Days, and if paid in Ten days is subject to a discount of One per cent. The value of such an understanding between seller and buyer is well known, and would be appreciated by every creditman and greatly lessen credit risks.

The East, including the New England States, New York and Pennsylvania, are practically solid for the adoption of

Thirty Days' time, there being only two (2) out of thirty-one (31) who express themselves as being opposed to such a change. In fact these terms are the prevailing terms with the greater part of the trade in this section at present.

In the territory between the Alleghany and Rocky Mountains and North of the Ohio River, also including Kentucky and Tennessee, the sentiment is almost universal for Thirty Days, as before stated there being only three (3) objectors, and there should be no difficulty on the part of the O. K. & I., Lake Erie Drug Exchange, Mississippi Valley Drug Exchange and the J. S. C. on the Missouri River in reaching an agreement on this proposition. Indeed, the J. S. C. unanimously declared themselves in favor of the adoption of Uniform Terms, Thirty Days or One Per cent Cash, at a meeting held at St. Joseph, on July 21st last.

The jobbers in the Pacific States who were solid for Sixty Days and Two per cent in 1897 are almost a unit in favor of changing their terms to-day. And from correspondence at hand there is every reason to believe that should a meeting be called at San Francisco for the purpose of discussing this question, the result would be unanimous.

By reason of different business methods, growing out of requirements wholly divergent from those imposed upon Northern dealers, it seems to be impracticable for wholesalers in the Southern States to universally adopt these terms at the present time, although Maryland and South Carolina are solid for the proposed change, and in certain other sections it would even now seem practicable.

In conclusion, there is every reason for the adoption of Uniform Terms and Discounts, and but very little to discourage a strong united effort on the part of the various local exchanges and their members to adopt a measure from which only mutual benefit to both wholesaler and retailer can result.

The following Resolutions are recommended by your committee covering this question:-

Resolved, That it is the sense of this Association, that the demands of the times require a modification of our present terms of Sixty Days and 1½ per cent for Cash, to Thirty Days and 1 per cent for Cash, these terms to apply to the sale of all merchandise other than Sundries, Liquors and Cigars, said modified terms to be made effective on and after January 1st. 1901. Be it further

Resolved. That the various local exchanges be requested to meet at an early date for the purpose of taking action on the provisions of the above Resolution, and, for the further purpose if deemed necessary, of calling a general meeting of the members of the various local exchanges interested in a given territory, to discuss and take action upon this question.

CREDIT INSURANCE.

This subject was so well and exhaustively presented by Mr. Morrison, in his report of 1898, at the St. Louis meeting, that it would be superfluous to devote additional space at this time in entering into a discussion of the relative merits or demerits of such Insurance.

With a view, however, of adding to our information on this subject and giving to the members of this Association the benefit of their accumulated experience, the following question was propounded:

"Have you had any experience with Credit Insurance? If so is the result satisfactory or unsatisfactory?"

To this question one hundred and fourteen (114) answers were received. Ninety-one (91) report having had no experience. Nineteen (19) report having carried such Insurance with results unsatisfactory. Four (4) report having been covered for various periods of from one to five years without having collected anything on account of excessive losses.

While it is not the purpose of this Committee to either defend or criticise Credit Insurance, these figures speak for

themselves. Those interested in the subject should bear in mind, however, that a Credit Insurance Policy differs from all other insurance policies, in that no established form is used. The policy is simply a contract between the insurer and the insured covering excessive losses, and so drawn up as to meet the conditions and requirements of each individual case. It therefore might be possible to obtain a contract so liberal in character as to be of benefit to the insured. Investigators should also bear in mind that the fact of their receiving no benefits from Credit Insurance during a period of One, Two or Five years, does not mitigate against this class of Insurance. Credit conditions may continue favorable for many years in succession to finally run up against a disastrous period which would make Insurance of this character a valuable asset. Many of us have paid our regular annual premiums on account of fire insurance for twenty years and over, without collecting one "red" cent, but we would not be without it over night.

To receive any benefits from Credit Insurance, due care should be used in the selection of your company, and it should be undertaken in the same spirit that you undertake fire or life insurance and must be as persistently kept up to secure favorable results.

CREDIT CLEARING HOUSE.

Mr. James E. Davis, as Chairman of this Committee in 1890, contributed a valuable report on this subject, but the members of the Association never saw their way clear to act upon the suggestion offered, and thus far nothing has ever been done in the direction of establishing a Wholesale Drug Credit Clearing House.

A number of our members are, or have been, connected with the Credit Clearing House established several years ago for the benefit of all classes of the jobbing trade, and covering districts of which New York, Chicago, Milwaukee and St. Louis are the centers. With the view of investigating this subject your committee has made enquiries and has received replies from one hundred and five (105) members of our Association. Eighty (80) are not members and know nothing about the workings of this Bureau. Eleven (11) state that they are members and ten of the eleven report their experience as favorable; the other fails to express an opinion. Fourteen (14) pronounce their experience as unsatisfactory. Where any expression has been given it is, in effect, that so many members would not furnish the information desired that the reports are incomplete and correspondingly of less value.

Out of one hundred and one (101) answers to the enquiry as to the establishment of a Credit Bureau for the sole use of Wholesale Druggists, twenty-eight (28) believe it would be of value and fifty-six (56) do not favor the idea, fourteen (14) were non-committal, three (3) favored local Bureaus, and the three, in the opinion of this Committee, hit the nail on the head.

Credit Bureau work can be made valuable if conducted on the right lines, and will in time, if properly established, save to the members of this Association many thousands of dollars annually. The work, however, is of such a character that better results can be secured if the question is handled by local Associations and provision made between the Associations toexchange reports when desirable.

Your Committee would suggest the formation in each local jobber's Association of an auxiliary association consisting of the creditmen of the firms interested, who should come together not less than four times a year for the purpose of comparing notes and discussing all questions pertaining to the management of their branch of the business and to confer freely with one another regarding delinquent accounts. The value of such co-operation is not a theory, but has been fully demonstrated by the good work accomplished by local creditmen's associations established at our various trade centers.

I know of no better illustration than that afforded by the Denver Creditmen's Association. Before the formation of this Association there was a marked disposition on the part of creditmen connected with competitive lines of business to take every possible advantage of one another to unload their undesirable accounts, and in case of failure, to get sole possession of stock of goods involved, which, under our old collection laws, they were enabled to do. To-day, as a result of the Creditmen's Association, all this is changed. Creditmen in all lines of business are working in harmony and are freely and without reserve giving each other the benefit of their experience with delinquents, and on occasion are acting collectively in dealing with insolvent concerns. Equally good results can be accomplished by similar co-operation on the part of the Creditmen of this Association, and the ultimate saving of many thousands of dollars per annum to the trade will result.

With the view of establishing a Credit Association as an auxiliary to Local Drug Exchanges your Committee would recommend the following Resolution:

Resolved, That it is the sense of this Association that the trade might be greatly benefited by the establishing of an auxiliary Association of Creditmen in conjunction with each Local Drug Association, Club or Exchange, and be it further

Resolved, That we recommend the formation of such adjuncts to each Local Drug Association, Club or Exchange.

LOCAL ASSOCIATIONS INDISPENSABLE IN ESTABLISHING CREDIT REFORMS.

Of one hundred and five (105) answers to the question "Do you belong to a local organization?" fifty-four (54) replied that they are members and fifty-one (51) that they are not. In analyzing these answers your Committee find that the Wholesale Druggists of the New England States generally belong to local organizations. In New York and Pennsylvania, out-

side of New York City and Philadelphia, but few wholesalers are members of any local Association. In the territory West of the Alleghanies, East of the Rocky Mountains and North of the Ohio River, wholesalers generally are members of one of the several local Exchanges, Clubs or Associations, as they may be called. Southern States, not including Kentucky, are generally without local organizations.

Local Associations should bear the same relation to the National Association that individual States do to the National Government. The National Association can suggest many reforms, pass resolution after resolution relating to same, but without the active, everyday interest of local organizations the work is for naught.

The work of the National Association is pre-eminently in the direction of maintaining the Rebate Plan. The question of Uniform Terms and Discounts, agreement on prices of staple articles not rebated, Credit Association work, etc., etc., are all subject to local conditions and to local agreements, and which can be inaugurated by local associations only.

It is to be regretted that the showing of members connected with local organizations is not greater, and this Committee would recommend that this Association adopt the following Resolution:

Resolved, That it is the sense of this Association that all of its members who do not already belong to some local organization composed of Wholesale Druggists, should connect themselves with an Association of this character if such exists in their territory, or where such an Association does not exist that they will interest themselves in the formation of such an Association.

With a chain of local organizations throughout the country many of the questions which this Association has agitated for a decade past without results, would in the hands of Local Organizations be worked out to a conclusion.

THE NATIONAL BANKRUPTCY LAW.

This Association is on record repeatedly as favoring a National Bankruptcy Law. It is apparent, however, from expressions emanating from ninety-three (93) members of the trade, that the present Law is not the Law favored. Of ninety-three (93) answers received, fifteen (15) report their experience iavorable. On the contrary fifty (50) report their experience with the practical operation of the Law as being unfavorable. Five (5), while aeknowledging some experience, do not express themselves one way or the other. One (1) eonsiders it a necessary evil, and twenty-two (22) fortunate ones have had no experience at all.

There seems to be quite a divergence of opinion on the part of Creditmen as to the real value of the National Bankruptey Law as a fair understanding between debtor and creditor, and criticisms are freely offered. Objectors, as a rule, complain of the expense attending the settlement of insolvent eases under the provisions of the National Law.

As a matter of faet, all fees, Court costs, etc., as provided for and fixed by Law are much less in amount and aggregate far below the average cost of settlement under the old assignment proceedings. As an effect of the Law litigation has materially decreased. District Courts whose dockets were formerly overburdened now find themselves able to keep their work well in hand. In some sections litigation has fallen off one-third, and a former well-known class of attorneys are finding themselves without occupation. The one feature of the Law which has received the most abuse, and which has done more than anything else to bring the Law into disrepute, largely resulted through judicial misinterpretation. claims of ereditors who have received preferences shall not be allowed unless such creditors shall surrender their preferences," has been so interpreted as to compel the surrender of partial payments made within four months of the date of bankruptcy

before such creditor can participate in the proceeds of the estate.

A bill amending the act in this particular has been introduced in the United States Senate by Mr. Davis, of Minnesota, and your Committee would recommend the endorsement of this Bill by our Legislative Committee.

In view of the fact that each one of our forty-nine (49) States and Territories have a separate and distinct code of Laws covering the relations between debtor and creditor, the need of some National legislation is apparent to nearly all merchants and creditmen, and it would seem wise, notwith-standing that many of our members urge absolute repeal of the Law, that inasmuch as this Association has always placed itself on record as favoring a National Bankruptcy Law, that your Committee can do no better at this time than to recommend the adoption of the following Resolution:—

Resolved, That we favor the principles involved in the National Bankruptcy Law. That we urge through our representatives in Congress the adoption of such amendments as are necessary and proper to increase the efficiency of the present Law, and that we favor the passage of what is known as the "RAY BILL" with this end in view.

The RAY BILL has already received the support and the endorsement of the National Creditmen's Association, who have thoroughly investigated the subject, and our action in this direction is only in line with that taken by said Association.

COMMERCIAL TRAINING OF GRADUATES FOR PHARMACY.

The basis of all credit is honesty and integrity. Combine the two with commercial instincts backed by capital and you have the ideal credit risk. The honest man is born not made. To an extent this is true of the commercial man, the capacity of the latter can, however, be vastly stimulated by training and experience. Our colleges of Pharmacy are beginning to realize that by quickening and developing the commercial instincts of their students they are better equipping that student to undertake the duties of his profession when once he embarks into active life than by confining his instruction to technical lines only.

As a result some of our leading colleges of Pharmacy have established as a part of their curriculum a course of commercial training, having to do with the practical management of the progressive, up-to-date pharmacy, including correct methods of bookkeeping, system in buying and the proper care of stock; importance of meeting all obligations promptly; advantages of discounting, and a general instruction in such commercial forms as would be of benefit to the graduate in his future career. With a view of endorsing and encouraging this line of instruction where already instituted and stimulating other colleges to adopt like measures your Committee would recommend the following Resolutions:

"Resolved, That it is the sense of this Association that the commercial course of instruction already adopted by several of our leading colleges of Pharmacy is of a character alike progressive and practical, which, if persisted in, will in time develop a class of graduates better adapted to meet the commercial requirements which will immediately surround them when once they embark on the independent career.

Resolved, That it is the sense of this Association that all colleges of Pharmacy that have not already established a commercial course of training should give the question careful consideration and wherever consistent and practical make it incumbent on the part of every graduate to properly qualify under the requirements of such a course.

STATISTICS.

In addressing circular letters to the trade asking for statistics pertaining to the legitimate work of this Committee, your Chairman propounded other enquiries not altogether pertinent to the work in hand, with the hope that the results obtained might be of interest to the members of this Association. These statistics I beg to submit as a part of this report.

Of the two hundred and twenty (220) members on our active membership list about one hundred and fifty-four (154) only are Wholesale Druggists, the balance consisting of Pharmaceutical houses, Manufacturing Chemists and Proprietors. Circular letters were addressed to our Wholesale Drug membership only, and in addition to five non-members, or a total of one hundred and fifty-nine (159). To these letters replies more or less complete were received from one hundred and twenty-four (124), and as this number comprises with few exceptions all the largest distributors the figures given are thoroughly representative.

To the question, "What is your percentage of loss of your gross sales by bad debts?" one hundred and five (105) answers were received, the average being five-tenths, or one-half of one per cent. Maximum loss reported was Two per cent, and Minimum loss one-tenth of One per cent.

By sections, the loss attending business in the Eastern States, including the New England States and Middle States, fifty-five one-hundredths of One per cent. In the Middle Western or Mississippi Valley States, three hundred and eighty-five one-thousandths (.385) of One per cent, and Pacific Coast States five hundred and fifty-six one-thousandths (.556) of One per cent. The Southern States, as would be expected by reason of their long time, show the maximum loss of seventy-three one-hundredths of One per cent.

To the question, "What do you estimate the percentage expense of doing business, including house and traveling expenses and all salaries, but not including interest on investment?" one hundred and one (101) answers were received. In the summary two of these answers were not included on account

of one being phenomenally high and the other excessively low. (The former was 35 per cent, but evidently included manufacturing and other charges, and the latter was 4 per cent and referred to the estimated actual cost of maintaining a wholesale department in conjunction with the retail branch of the business.)

As a result, therefore, of ninety-nine (99) answers the average is Ten and four-tenths per cent. By sections of the territory the following is the result. In the Eastern States, including the New England and Middle States, the percentage cost of doing business is Ten and three-tenths per cent. In the Middle Western States North of Mason and Dixon's line. West of the Alleghany Mountains and East of the Rocky Mountains the percentage expense is Ten and seven-tenths per cent. The Southern States, including Texas, report the average as being Ten and one-half per cent. The Pacific Coast States report Ten and fourteen-hundredths per cent. Maximum cost reported is Fourteen per cent, nineteen (19) report Twelve-per cent and upwards. The minimum is Seven per cent. Sixteen (16) report Nine per cent and upwards.

The total of ten and four-tenths per cent is somewhat under the figures presented by Mr. Carter in his statistics taken in 1893, and made up from answers from forty-five (45) houses only, at which time the expense to sales was Eleven per cent for the year 1892. The later figures, however, do not include in the cost of doing business interest on investment, neither do they include in many instances the substantial increase which will follow the almost universal abolition of Boxing and Cartage charges. In some cases, also, houses report that the figures named do not include salaries of managing partners.

Allowing, therefore, one-quarter of One per cent for the two latter items and One per cent for interest on investment at the rate of Four per cent per annum, the total expense of transacting business in 1900 will not vary from 11½ to 12 per cent.

To the question, "What per cent of your gross sales are solicited?" ninety-seven (97) answers were received, two of which were thrown out in the summary on account of their radical variation from the average, one being for Eight and the other for Ten per cent only. The result, therefore, is based upon the average of ninety-five (95) answers, and shows that Fifty-three and sixteen-hundredths (53.16) per cent of the gross sales of the Wholesale Drug trade are solicited. Of the ninety-five, fifteen houses report Seventy-five per cent of their sales solicited. Thirteen houses report Thirty-three and one-third per cent and under.

The jobbers in the Eastern States, including the New England and Middle States, report that they are obliged to solicit Fifty-three and thirty-seven hundredths (53.37) per cent of their gross sales. The Mississippi Valley States, including territory between the Alleghany and Rocky Mountains, North of the Ohio River, report that they solicit Fifty-eight per cent of their sales. The jobbers on the Pacific Coast report that they solicit Forty-six and eighty-three hundredths (46.83) per cent, and the jobbers in the Southern States, including Texas, report that they rustle for Forty-six and two-tenths (46.2) per cent only.

To the question, "About what proportion of your sales consist of Proprietary Articles?" eighty-nine (89) answers were received, showing the average sales of Proprietary Articles to be Fifty-four (54) per cent. The maximum is Seventy-five (75) per cent, which percentage is reported by eight houses; the minimum is Twelve and one-half (12.5) per cent. Ten (10) houses report Thirty-five (35) per cent and under.

By sections the Pacific Coast States lead with sales amounting to Fifty-nine and six-tenths (59.6), against Fifty-two and one-half (52.5) per cent reported by Mississippi Valley States. Sales in Eastern and Southern States running about the same, Fifty-five and eight-tenths (55.8) per cent for the former and Fifty-six and five-tenths (56.5) per cent for the latter.

COMPARATIVE SALES OF PHARMACEUTICAL PREPARATIONS.

To the question, "Are your proportional sales of Pharmaceutical Preparations increasing or decreasing? If decreasing, to what do you attribute the falling off?" ninety-eight (98) replies were received, in substances as follows:

Nineteen (19) report their sales of Pharmaceuticals to be about stationary. Forty-six (46) report their sales increasing. Thirty-three (33) report their sales decreasing. All of the thirty-three give as a reason for their sales decreasing, "Sales direct by Manufacturers."

One of our members, who reports his sales increasing, states that such increase is due to the additional lines which his house has been obliged to stock, and it is the opinion of your Committee that this is largely the case where an increase in sales is noted.

By territorial sections the following is the summary of answers received:—

The Eastern States, including the New England and Middle States, report as follows:

Seven sales the same; eighteen sales increasing; four sales decreasing.

The Pacific Coast States:

One sales the same; two sales increasing; four sales decreasing.

States West of the Missouri River, not including Pacific Coast States:

Two sales the same; two sales increasing; one sales decreasing.

Middle Western, or Mississippi Valley States:

Five sales the same; eighteen sales increasing; seven sales decreasing.

Southern States:

Four sales the same; six sales increasing; seven sales decreasing.

The increase in sales in the Mississippi Valley States, including Michigan, Indiana and Ohio, can only be accounted for by the fact that the houses are continually adding to their lines. In Eastern States the difference is not nearly so great, and seemingly due to the fact that there are not so many Pharmaceutical houses in the field nor are Eastern jobbers adding to their lines to the same extent as are jobbers in territory located further West.

BOXING AND CARTAGE.

To the questions, "Are you satisfied with the present system of free boxing and cartage?" and, "Are you willing to assist in the restoration of this charge?" To the first one hundred and thirteen (113) answers were received, which may be summarized as follows:

Twenty-four (24) are satisfied with the charge; eighty-six (86) are against it; one reports that he is satisfied with giving free containers, but objects to standing cartage; one reports it a necessary tax, and one reports that he is entirely indifferent.

By sections the result is as follows: Eastern States are not generally favorable to free boxing and cartage. Thirteen (13) report themselves satisfied with the present system and seventeen (17) are for restoration. In the Mississippi Valley States thirty-two (32) object to free boxing and cartage, and seven (7) are in favor of it. Southern States are almost unanimously against the elimination of the charge, twenty (20) pronouncing against and two (2) for. From the Missouri River West there are but two jobbers who favor free Boxing and Cartage.

As to the disposition to assist in the restoration of this charge, one hundred and ten (110) answers were received, of this number seventy-five (75) will lend their assistance to the restoration of the charge and thirty-five (35) will do nothing.

From the character of the answers received on this subject, it is quite evident that New York, Boston and Chicago hold the key to the situation, and that any movement looking

toward the restoration of the Boxing and Cartage charge must originate in one of these three cities in conjunction with the other two. With New York, Chicago and Boston solid for Boxing and Cartage the charge can be restored.

SUMMARY OF RESULTS AND STATISTICS AS AP-TO THE AVERAGE WHOLESALE PLIED DRUGGIST DOING BUSINESS IN THE UNITED STATES.

The average Wholesale Druggist doing business in the United States suffers loss by reason of bad debts of one-half of One per cent.

He operates at an expense of Ten and four-tenths (10.4) per cent, not including interest on investment, etc. Including interest on investment and taking into consideration future additional expense by reason of free Boxing and Cartage, etc., his cost of doing business will not vary from Eleven and onehalf to Twelve per cent.

Of his gross sales Fifty-three and sixteen hundredths (53.16) per cent are solicited, and Fifty-four (54) per cent of same consists of Proprietary Articles. In the majority of cases his proportional sales of Pharmaceutical Preparations are at a standstill, or are decreasing, as a result of direct sales by the manufacturer to physicians and retailers.

As a rule he is not satisfied with free Boxing and Cartage and will lend his aid looking toward a restoration of this charge.

He does not favor Credit Insurance, and, generally speaking, is not a member of a Credit Clearing House, nor does he feel that it would be of any especial advantage to establish a Credit Clearing House for the sole use of Wholesale Druggists.

His experience in general has been unfavorable to the National Bankruptcy Law, and where he expresses any opinion it is generally for repeal.

About one-half of him belongs to a local organization and the other one-half is out in the cold.

In conclusion, as Chairman of this Committee, I desire to thank the members of this Association for their confidence in so largely responding to questions propounded.

Respectfully submitted,

W. A. Hover, Chairman.

Mr. Torbett—Mr. President, I suppose this report will take the usual course, and I don't wish to make any extended remarks, but I wish to congratulate the Chairman of that committee on the report and will take the opportunity of saying a word or two in line with the conclusion which he summarizes. They suggest to me a little anecdote I heard the other day. We have had rather a strenuous business session, and a little frivolity thrown in may be of advantage.

The story is laid in the neighborhood of an insane asylum. There are running brooks, beautiful meadows and singing birds. Parenthetically I want to say the point of this story is obtained by inference, and it takes a higher class of intelligence to grasp stories where the point is thus obtained, but of course in a wholesale drug convention the highest grade of intelligence is in evidence.

On the brook is a fellow fishing, and from the inside of the enclosure surrounding the institution there comes an inmate and he says to the fisherman, "What are you doing?" The man replies, "I am fishing." "Got any fish?" "No." "Have you had a bite?" "No." "How long have you been there?" "Four hours and a half." The inmate then said, "You had better come inside."

The summarization of this report suggests to my mind that the wholesale druggists of this country ought to get inside.

President Frisbie—The very able report presented by

Mr. Hover will take the usual course and be referred to the Board of Control. The next committee in order will be the Committee on Memorials of Deceased Members, of which Mr. Arthur W. Claflin, of Providence, R. I., is Chairman.

Mr. Claffin read the report of the committee.

REPORT OF COMMITTEE ON MEMORIALS OF DECEASED MEMBERS.

The National Wholesale Druggists' Association:

Gentlemen:—Once more it is our painful duty to chronicle the names of those who have left us, during the year which is past, and gone to the other shore. We shall miss their faces and the cordial grasp of their hands, but as we listen to the brief sketches of their lives which we are enabled here to make we shall feel proud of the record which they have left us, and shall desire to follow in many ways their example of Christian character.

It was after the annual meeting at Niagara Falls that the death of Colonel H. H. Osgood occurred, but as it was fittingly noticed in last year's printed report, our committee feels that it is only left for us to call attention to it in this place.

The sympathy of our Association is hereby tendered to the relatives and friends of our deceased members, who suffer with us in a common loss.

FREDERICK SANFORD CALHOUN,

Of F. S. Calhoun & Co., New Haven, Connecticut. Born June 12, 1862. Died November 23, 1899. Mr. Calhoun was born in New Haven and was a lifelong resident of that city. He graduated from Yale College in the class of 1883 and a year later entered the wholesale drug house of R. Wells & Co. to learn the business. In 1888 he bought out one of the partners in the concern and the firm name was changed to Wells & Calhoun. Four years later he purchased Mr. Wells' interest and became the sole proprietor, doing business as F. S. Calhoun & Co.

He was very attentive to his business, which steadily increased, and at the time of his death he had built up a large and successful trade. He was a member of the New Haven Chamber of Commerce, which in its yearly report says of him:

"Aside from his proven business ability and integrity, Mr. Calhoun was a man whose personal traits early secured and cemented enduring friendships. Quiet in his tastes and unobstrusive in his demeanor, he held the high regard and esteem of all whose good fortune it was to enjoy his acquaintance."

He was a respected member of the Church of the Redeemer and a most valuable citizen.

LEON CHIRIS.

Died in Paris, France, January 16, 1900, aged 60 years.

Mr. Chiris was the senior member of the firm of Antoine Chiris of Grasse, France, whose American branch is in New York City. He was related to the Presidential families of France, the late President Carnot's sons having married the two daughters of Mr. Chiris. He was Consular General of the Alpes Maritimes, an officer of the Legion of Honor and a Senator of the French Republic.

FREDERICK H. CHAPIN,

Of T. Sisson & Co., Hartford, Connecticut. Born September, 1832. Died January 25, 1900.

Mr. Chapin's parents were of New England stock, who had recently moved to Indiana, where he was born. Afterwards he lived in Kansas until his mother's death, when he came to Hartford and made his home with his uncle, Mr. Thomas Sisson. He entered his uncle's employ when about fifteen years of age, the firm then being Sisson & Butler, and remained there until admitted a partner in 1881.

Notwithstanding his early entry into business life, Mr. Chapin was very much interested in scientific and literary subjects. He was quite an extensive traveler, both in his own country and abroad. He published two books on the West, one on mountaineering and the other treating of the history and discovery of the Cliff dwellings. He also delivered many lectures before scientific societies, clubs and colleges. He was at one time a member of a great many scientific societies, but during the last two years of his life, on account of declining health, had withdrawn from them all. He died at his home in West Hartford, Connecticut.

JOHN ELLIS CHAPMAN,

Of Chapman, White, Lyons Co., Knoxville, Tennessee. Born May 10, 1847. Died June 2, 1900.

Mr. Chapman was born in Tennessee and was a lifelong resident of that State. In 1873 he became a citizen of Knoxville, where he has since lived with the exception of two years spent in Andersonville. He secured his education in the public schools and in Emory and Henry College in Virginia.

He was in the drug business nineteen years. As a

business man he was active, reliable and conscientious. His business partners bear full testimony not only to his ability and capacity, but also to his honesty and purity of character. He was a public-spirited man and zealous in the advancement of his city and state.

He was a director of the City National Bank, also a leading member of the Commercial Club, and of the Chamber of Commerce, where he did much to advance the material interests of Knoxville. He was also a Mason and Knight Templar. Everything that looked toward the growth of the city, the extension of her trade and the enlargement of her influence had an able supporter and advocate in Mr. Chapman.

In social life he was kindly in spirit, affable in manner, intelligent and cheerful, a refined Christian gentleman. He was a prominent member of the Broad Street Methodist Episcopal Church and in all vocations of life will be greatly missed.

DR. FREDERICK HUMPHREYS.

Born March 11, 1816. Died July 8, 1900.

Dr. Humphreys was born in Marcellus, Onondaga County, New York, and received his education in the public schools and Auburn Academy. After five years of business life and three years of teaching he studied for the ministry and was ordained an elder in the Methodist Episcopal Church. His father was a physician of the old school, and in 1844 he united with him in the practice of medicine at Utica. He became interested in Homeopathy and attended for three years the Homeopathic Medical College at Philadelphia. He was called in 1853 to a professorship in this college, where he served four years. He was one of the earliest and best-known disciples of Homeopathy in the country, and brought to

the attention of his profession a number of new and valuable remedies. He was the originator and manufacturer of Humphreys Homeopathic Specifics.

He issued a number of important works on scientific and medical subjects, and was connected with the most important bodies of Homeopaths in the country. Dr. Humphreys was always interested in religious work. He organized the Methodist Episcopal Church in West Utica, New York, bought the edifice, made the first payment and secured the pastor. He was active in the building of Trinity Church, in Asbury Park, New Jersey, and subscribed largely to the building fund of the Cathedral of St. John the Divine in New York City.

At Thomasville, Georgia, where he made his winter home for about fourteen years, the church sincerely mourns his loss as a true friend and generous giver.

Dr. Humphreys was a member of the Church of the Heavenly Rest, in New York City, and a warden of the parish for upwards of twenty years. In the memorial signed by the rector and clerk of the vestry we find the following:

"That extraordinary business tact so strikingly evidenced in the successful conduct of his personal affairs was consecrated without stint to the best interests of the parish. So long as his health permitted he never failed to be present at the services of the church and at the meetings of the vestry. His hand was ever open to the appeals made by his rector on behalf of the many charities of the Church of the Heavenly Rest, and of the church at large. When a great and successful effort was made a few years ago to extinguish the debt upon the parish church, Dr. Humphreys was one of the warmest and most generous supporters of the movement.

"The beautiful jeweled alms basin, the marble altar, and the mosaic pavement in the sanctuary will forever stand out as memorials of the generosity of Dr. and Mrs. Humphreys. But perhaps the most beneficent of all his gifts—in conjunction with his wife—was the purchase and donation to the parish of the beautiful property, 'The Helen Frances Home,' at Copake, in the county of Columbia, as a fresh air resort for our poorer members connected with the Chapel of the Heavenly Rest."

In his life was beautifully illustrated the injunction of the Master, "Freely ye have received, freely give."

Dr. Humphreys was always very much interested in the National Wholesale Druggists Association, and took an active part at their meetings until advancing years prevented his attendance.

THOMAS H. C. ALLEN.

Of J. N. Harris & Co., Ltd., Cincinnati, Ohio. Born September 21, 1822. Died July 15, 1900.

Mr. Allen was born in New London, Connecticut, but at an early age removed to Cincinnati, Ohio, where he spent the remainder of his life. Beginning as a clerk in the extensive hardware business of Mr. J. N. Harris, he so thoroughly gained the confidence and esteem of his employer that when the firm of J. N. Harris & Co. was formed to carry on the manufacture and sale of medicines, he was admitted a partner in that concern and practically given charge of the business. The other members of the partnership were Mr. Harris and Perry Davis, and the firm soon became well known in the sale of Perry Davis' Pain Killer and Allen's Lung Balsam. Mr. Allen retained his connection with this business until his death.

He was one of the incorporators of the Chicago Sav-

ings Society, and for many years its president. This is a charitable association, as its officers serve without salary, and it has had a very successful career. He was very much interested in its success, and to its welfare devoted much of his time. Mr. Allen was constantly engaged in good works. He was always a liberal giver, but it was done so quietly that very few knew the extent of his gifts. He loved to help others and tried to use his means for their good. He was an upright and honored citizen, and one of the foremost in good and charitable enterprises, a Christian gentleman, a wise and faithful counsellor, a generous and devoted friend.

SAMUEL BRADHURST SCHIEFFELIN.

Born Jan. 24, 1811; died Sept. 13, 1900.

Mr. Schieffelin was educated in private schools and early turned his attention to business. While a young man, he became a regular contributor to the religious press, and was always interested in literary pursuits. Many of his writings have been published. In early life he was identified with the better class of political workers and served as field officer of the state militia.

Mr. Schieffelin was a member of the old Schieffelin family, which traces its ancestry for seven generations back to Norlingen, Germany. His ancestors came to this country in 1745 and in 1794 his grandfather, Jacob Schieffelin, established the drug business in New York City which is now known as Schieffelin & Co. Jacob Schieffelin was succeeded in 1813 by his son, Henry Hamilton Schieffelin, who retired in 1849, leaving the business to four of his sons. Samuel B. Schieffelin had the chief direction of affairs in this firm, which was known as Schieffelin Bros. & Co., and to his energy and sagacity the growth and success of the business was

largely due. To the end of his life he displayed those marked characteristics of business energy, integrity, liberality and affability which made him a useful and popular man.

He retired from active business in 1865, the firm name being then changed to Wm. H. Schieffelin & Co., but he remained as a special partner in the business until the close of 1894. Wm. H. Schieffelin & Co. became members of the N. W. D. A. at the Cleveland meeting in 1882, and Samuel B. Schieffelin thus became identified with our association. He was present at the meeting held in New York City in 1883, and by invitation made an address at the annual dinner.

For nearly forty years he was a ruling elder in the Dutch Reformed Collegiate Church and afterwards a leading member of the Fifth Avenue Presbyterian Church of New York City. He was a member of the National Academy of Design and a trustee of the American Museum of Natural History.

After a long and honorable life, Samuel Bradhurst Schieffelin has passed away. He was in his ninetieth year. Those who were associated with him longest and most intimately knew him to be a Christian gentleman, and the minister officiating at his funeral happily expressed the sentiments of his friends in saying: "It is as if we were bearing to his tomb a valiant Christian warrior."

In conclusion, your committee recommends that the Secretary be instructed to set apart in the Journal of this Convention a memorial page upon which the names of our departed friends shall be inscribed. Respectfully submitted,

Arthur W. Claffin, Chairman.

President Frisbie—This report will take the usual course and be referred to the Board of Control.

Mr. Noves—There has occurred within a very few days the death of a man who was for many years a most respected member of this Association. Although at the time of his death Mr. Samuel B. Schieffelin, of New York, was not, perhaps, a member of the Association, yet he was the oldest member of our drug importers and jobbers. I think he had withdrawn from the firm of W. H. Schieffelin & Company, and in withdrawing from that firm severed his connection with this Association. I am sure that all of us who have known the history of Mr. Schieffelin, of his long and honored connection with the drug business, extending over a period of fifty years, of his useful and worthy life, of his influence for good wherever that influence was felt, as an honorable member of society, a creditable member in his connection with our business, and the head for over fifty years of one of, if not the leading drug house of the East, will sincerely mourn his death. Mr. Schieffelin died at the ripe old age of ninety years. He died last week and his burial took place yesterday. I am quite sure that our Memorial Committee will add some note in their report expressing our appreciation of such a life in connection with our business, and although Mr. Schieffelin may not have been a member of the Association at the time of his death, we shall honor ourselves by honoring the memory of one of the most distinguished men in the business in such a memorial.

President Frisbie—The Chair will understand unless there is objection that the suggestion of Mr. Noves will be adopted. We will now take up the report of the Committee on Pharmaceutical Preparations, Mr. I. C. Eliel. of Minneapolis, Minn., Chairman.

REPORT OF COMMITTEE ON PHARMACEUTICAL PREPARATIONS.

Mr. Eliel—Mr. President and Gentlemen: The Committee on Pharmaceutical Preparations held a session yesterday and a number of members of our Association who are particularly interested in the question appeared before the Committee. We had a long and serious consultation with a number of leading manufacturing pharmacists. A very pleasant and earnest discussion took place, at which there was a free interchange of sentiment on both sides, and your Committee feels, while it has nothing which could be reported at this time, that some progress has been made. The questions involved are, as you all know, intricate and of such a character that they cannot be settled out of hand, and your Committee respectfully reports progress and asks that a similar committee be appointed by the incoming administration with power to treat with these people, and if possible with power to act so that they can continue the work and report at some future meeting of this Association.

President Frisbie—Gentlemen, you have heard the verbal report of the Chairman of this Committee. What action will you take upon it? If there is no objection the subject will be continued and the incoming President requested to act in accordance with the suggestion. We will now have the report of the Committee of Revision of Pharmaceutical Lists, of which Mr. Charles S. Littell, of New York, is Chairman.

Mr. Littell presented the report:—

REPORT OF COMMITTEE ON REVISION OF PHARMACEUTICAL LISTS.

The President and Members of the National Wholesale Druggists' Association:

Gentlemen:—The object of this Committee is to procure uniformity of listing, among the more prominent manufacturers of Pills, Tablets, Fluid Extracts and similar pharmaceutical preparations, not of price, but of place and title.

This seems at first glance comparatively easy, but on the contrary it is an intricate problem, requiring patient study, conference and compromise on the part of the various manufacturers.

Each naturally prefers his own classification, and all are anxious to preserve the individuality of their goods.

The policy of at least one large concern is to name their tablets according to the disease or symptoms, claiming that this plan is preferred by their best customers, the physicians.

Changes in nomenclature would make confusion in the stocks carried by dealers and the medical profession throughout the country.

These are a few of the difficulties to be overcome.

When your Committee was announced late in 1899 most of the catalogues of the present year were in press; hence only preparatory steps could be taken at that time.

Nearly all the manufacturers who were approached regarded favorably the suggestion made by the Chairman, and expressed a willingness to make concessions for the sake of the uniformity desired, but later seemed to consider the difficulties of harmonizing the various interests too great to be accomplished at once, and that the result wished for would come gradually and be eventually attained.

The Chairman of your Committee believes that this, to a great extent, will prove to be the case, and confidently expects

to see the Pharmaceutical lists of 1901 much simplified, and his efforts at least partly successful.

As this report is practically "progress" it is recommended that a similar committee be appointed by the incoming President to finish the work of its predecessors. Respectfully submitted,

C. S. Littell, Chairman.

President Frisbie—This report will take the usual course and be referred to the Board of Control. We will now call for the report of the Special Committee on Paris Green, of which Mr. Charles Hubbard, of Syracuse, N. Y., is Chairman.

Mr. Hubbard read the report, as follows:

REPORT OF COMMITTEE ON PARIS GREEN.

National Wholesale Druggists' Association:

Mr. President and Gentlemen:—Your Committee beg leave to report:

Being informed early in the season that there would be no united action on the part of the manufacturers it was deemed best to go to no expense, but leave the matter of selling price by dealers to be regulated if at all by local organizations.

From information received it would seem that trade in the article has been somewhat unsatisfactory, both to manufacturer and dealer, and that not over 60 per cent of usual quantity has been sold.

Believing it to be to the interest of all parties concerned that Paris Green be sold at a restricted price, if possible, your Committee would recommend that the incoming Committee keep in close touch with the manufacturers, and if an association is formed, that every endeavor be used to cause such association to place it on rebate plan.

All of which is respectfully submitted.

Charles Hubbard, Chairman,

President Frisbie—This report will be referred to the Board of Control, and take the usual course. We will now hear the report of the Committee on Fraternal Relations, of which Mr. Frederick Schneider, of Troy, N. Y., is Chairman.

Mr. Schneider—As Chairman of the Committee on Fraternal Relations, to facilitate matters, I request that the Chairman of the Board of Control read my report.

Mr. Shoemaker read the report, as follows:—

REPORT OF COMMITTEE ON FRATERNAL RELATIONS.

To the National Wholesale Druggists' Association:

Gentlemen:—Your Committee on Fraternal Relations would most respectfully report that the same degree of harmony exists now between this Association and Associations of allied interests as in the past. But this friendship seems to partake more of the social than of the business interests. From the information gathered by your Committee, it appears that there is room for much improvement in the harmonious business relations between druggists in this country, and particularly so in the West and Middle West. As a result of this unsettled and uncertain state the business of a large majority of dealers, in the particular sections mentioned, is far from satisfactory. We are of the opinion that this evil is caused solely from the lack of organization and the absence of that unity of interest and purpose that is necessary to bring success to the many. So long as there shall be an indiscriminate scramble for trade, with every man attacking his neighbor, and all neighbors attacking each other, having no interest or purpose in common, and having neither the moral or physical support of each other, then just so long shall the results be inharmonious and unsatisfactory and the dividends small.

Less than fifty per cent of the wholesale druggists are members of this Association, and it is highly necessary that a greater union be made under the broad policy of "Justice to all" and "live and let live" in order to have our business reach that degree of prosperity shown by other trades.

There is no doubt that all should get together with a certain fixed purpose to mutually help and protect with a certainty of ideas and aims, concentrating our force along certain well-defined lines in order to reap the profit that is ready to fall in our hands for the asking.

It is a pleasure to state that under the leadership of this organization the improvement is coming, slowly yet surely; and with increased activity on the part of each member to bring all druggists within the pale of this Association's beneficent influence quicker comes the day of our common prosperity.

If every member of this Association will so conduct his business as to command the confidence of all who have relations with him it will increase the respect for the member and for the Association, and all will desire to come in.

Civility and courteous treatment of the representatives of other houses should always be shown, as it is something that costs little and purchases much in lasting appreciation and gratitude. Your Committee asks the members' pardon for preaching, but it would recommend that greater activity be shown to bring all druggists within the bonds of a certain common interest, so that the influence of all may be concentrated along certain fixed lines tending to increase the welfare of the many and not the few.

The Chairman of the Committee takes this opportunity of thanking each and every member thereof for the prompt assistance and support given. Respectfully submitted.

Frederick Schneider, Chairman.

President Frisbie—This report will be referred to the Board of Control.

Mr. Weller—The Committee on Time and Place assumes that there are a number of gentlemen prepared to invite the Association to meet with them next year, and we should like them to get in their applications very early. The Committee will meet to-morrow morning at nine o'clock in the rear part of this room.

On motion, adjourned.

THIRD SESSION.

Wednesday, September 19th, 1900.

President Frisbie called the meeting to order at 10:20 A. M.

The minutes of the last meeting were read and approved.

Mr. Kline—I rise to ask that a correction be made in another set of minutes, which go out immediately, have gone out, in fact, to a very much larger constituency than the minutes which have been read. I refer to the publication of the daily proceedings of the Association by the Western Druggist. If the representative of that paper is here, I would like him to take notice of what I have asked to have corrected. I am reported as having said, in my reply to Mr. Anderson, among other things. "that the proprietor does not care what profits the retailer makes." The word "not" inserted there is an important word, and one which is liable to set this organization, to which I was speaking, all wrong in the eyes of those who read our proceedings. I call public

attention to that error, so that the reporter who made the error, may have the kindness to correct it. As you all know, I did not say that the proprietor does not care what profits the retailer gets.

President Frisbie—You have heard the remarks of Mr. Kline, and no doubt the reporter and the management of the paper will make the correction desired.

The next business in order will be a supplemental report from the committee on Membership. We will be pleased to hear from Mr. Irving J. Benjamin, of New York City, the Chairman of the committee.

SUPPLEMENTAL REPORT OF COMMITTEE ON MEMBERSHIP.

Mr. Benjamin—Mr. President and Gentlemen: Your Committee on Membership proposes the name of the Owen & More Drug Company, Clarksville, Tenn., for active membership.

President Frisbie—Perhaps it would be well to elect the members proposed yesterday, so that they may be permitted the privileges of the floor, to discuss the matters which come before us. Mr. Benjamin, are you prepared to hand in the names of the members proposed yesterday?

Mr. Benjamin—The Committee would ask that the report be deferred until a later session. I think it has been customary to give the privileges of the floor to the parties proposed, even before they are elected.

President Frisbie—It is the desire of the chair that these firms which have been proposed for membership should have the privilege of membership as soon as possible. We shall accede to the request of the gentleman.

Shall we read the minor reports and leave the more important ones for a later hour, or shall we take up the important subjects now, among which is the report of the Committee on Proprietary Goods? The chair is open to suggestions by the members.

Mr. Hubbard—Mr. President, it seems to me that the changing of the order of the reports, holding back the important reports, might be something of an encouragement to those members who do not come here when the meeting is called. If we proceed with the regular order of business, I think we will encourage the members to attend the meetings promptly. If we postpone from time to time the reports in which we are most interested, the members who do not attend regularly will feel that they are being protected in any event.

President Frisbie—Then the Chair will understand that it is the pleasure of the meeting that we shall proceed in regular order. The committee following the one which last reported, is that on Passenger Rates and Routes, Mr. Thomas P. Cook, of New York, Chairman. Mr. Cook does not seem to be present. The next report is that of the Committee on Paints, Oils and Glass, Mr. Thomas VanNatta, of St. Joseph, Chairman. Mr. Van Natta is also absent. We now come to the report of the Committee on Proprietary Goods.

Mr. Faxon—Mr. Kline is chairman of the sub-committee having charge of suits brought against members, which is part of this committee, and he has gone down stairs for his report. I think it would be well for him to read his report now. The reason for suggesting this is that perhaps there will be no more members come in before the report of the Proprietary Committee is read. I think when the report is read we ought to have as full

an attendance as we possibly can, as it is a matter of great interest to all.

(Vice-President Lange in the chair.)

Mr. M. N. Kline read the report of the special committee to take charge of suits brought against members, as follows:—

REPORT OF SPECIAL COMMITTEE TO TAKE CHARGE OF SUITS BROUGHT AGAINST MEMBERS.

To the Members of the National Wholesale Druggists' Association:

Your Committee begs to submit the following report:

The case of John D. Park & Sons Company against National Wholesale Druggists' Association has, up to the time of writing this report, proceeded through the following stages:

- 1. Filing of a voluminous bill of complaint by the plaintiff, covering over 300 pages, in the suit brought in New York City, and the filing of a similar bill in the suit brought in Philadelphia in 1896.
- . 2. Filing of answer by our attorney objecting to much in the bill as inadmissable and irrelevant. After full argument in this contention, the New York Supreme Court sustained us and ruled that bill must be amended and abbreviated.
- 3. Filing of this amended and very much abbreviated bill by the attorneys for the plaintiffs in New York case.
- 4. Filing of demurrer to this amended bill by our attorneys since our last meeting, November, 1899. Copy of this brief is attached to this report for record in our proceedings.
- 5. Sustaining of this demurrer by Justice Russell in an opinion filed March, 1900, copy of which is attached hereto.
- 6. Appeal from this decision, which appeal is to be argued before the Appellate division of the Supreme Court of New York, First Department, in October next.

While, as above stated, the Committee recommends that the brief in the demurrer sustained by our attorneys should be published in full, we think it may be as well to quote just one paragraph, because that paragraph appears to us to cover largely what needs to be said in the defense of their suit:

"But the Court cannot read the complaint, and especially the exhibits attached to it, without being at once convined that acts of the defendants complained of were not committed out of any malice against the plaintiff, or for the purpose of injuring it, but were committed for the purpose of maintaining what the defendants think to be an advantageous course of business, which the plaintiff may pursue if it chooses, and by which, if it does not, it may be injured."

The opinion sustaining this demurrer filed by Justice Russell has been sent to each member of this Association, and we recommend that this shall in full be published in our proceedings. There are, however, a few extracts from that opinion which we desire to quote in the body of this report, viz.:

I. "The demurrer to the complaint fairly represents the legal questions at issue, for the events are fully narrated which from the statement of facts which the complainants rely to justify the charge that the defendants have conspired to seriously impair the plaintiff's business and destroy his power to purchase and sell proprietary drugs and medicines, and are proceeding in the execution of their conspiracy."

Again: "The inability of this plaintiff to compete is primarily due to its own volition. No charge is made by it of a refusal to sell goods under the same conditions as freely to it as to anyone. The charge is that the plaintiff must conform to the rules of the Association on the same basis as all seeking membership, especial discrimination is made against the plaintiff not common or incidental to all without the pale, unless it may be that the vigorous efforts of the plaintiff to break up the solidity of the Association have induced precautionary

measures by the latter, which have individualized it as an example, but which measures might have been taken against any in similar case."

And again in concluding he says: "I do not find from the complaint the use of unlawful means to execute the lawful agreement. No instance is stated of any watching which interferes with plaintiff's proper business. The Committee of the Association may not have judicial powers, but any agent may act for an unwieldly association if such action is within the lines of the rules, and no specific deviation prejudicial to plaintiff is averred."

"Nor do I deem privilege of amendment useful. Three years of litigation in this action have presented the original complaint to the scrutiny of counsel and court; the amended complaint states fully the facts relied on, and as counsel on both sides seem to believe, this case may well be decided upon the facts as stated by plaintiff in its complaint.

"Judgment for defendants' sustained demurrer, with costs."

Whether the next move by the plaintiff for a reversal of this decision filed by Justice Russell will be more successful than their efforts so far have proven to be remains to be seen, but thus far they have been unsuccessful in every contention.

In order to pay the bill presented by counsel the Chairman of your Committee was compelled to draw against the pledges which had been given to him by individual members of this Association interested in the litigation, after the Richmond meeting in 1897, for the reason that the extraordinary expenses of the Association had exhausted the funds in the Treasury so that the Treasurer could not meet the bill, and so an assessment of 25 per cent on these pledges was made in April, 1900, and your Committee is glad to be able to say that nearly all members (namely 116) who had given these pledges promptly responded. Two thousand eight hundred and eighty-seven dollars and fifty cents as the result of this assessment was sent to

the Chairman of this Committee, and \$2,525 of this amount was sent in May last to the Treasurer of our Association, and \$362.50 still remains in his hands.

It should be stated in this connection that in addition to the litigation in which we were involved in this suit the Chairman of the Committee on Proprietary Goods has frequently submitted to counsel copies of circulars and reports which he has issued, and also that the Executive Committee of Retailers and the Committee on Trade Interests of the Proprietary Association has from time to time asked for legal information, all of which, of course, is included in the charges of our attorneys, which your Treasurer has reported as having paid. Respectfully submitted.

M. N. Kline, Chairman.

The following "Memorandum" and the opinion of Judge Russell in the Park suit are published for the information of the members:

NEW YORK SUPREME COURT, COUNTY OF NEW YORK.

John D. Park & Sons Company,

Plaintiff,

vs.

The National Wholesale Druggists' Association, and others,

Defendants.

MEMORANDUM IN SUPPORT OF THE DEMURRERS OF THE DEFENDANTS REPRESENTED BY ROBINSON, BIDDLE & WARD.

The lengthy complaint in this case may be analyzed as follows:

Articles 1 and 2 state the incorporation and business of the plaintiff.

Article 3 states the organization and composition of the National Wholesale Druggists' Association.

Articles 5, 6 and 7 specify the defendants who are both proprietors and active members of the Association.

Articles 7, 8 and 16 specify the defendants who are both proprietors and associate members of the Association.

Articles 9 and 10 specify the defendants who are both manufacturers and active members of the Association.

Article II specifies the defendants who are both manufacturers and associate members of the Association.

Articles 12 and 13 specify the defendants who are both proprietors and jobbers and active members of the Association.

Articles 14 and 17 specify the defendants who are both jobbers and active members of the Association.

Articles 18 to 26 describe the method in which the business in proprietary medicines was and is done.

Articles 26 to 29 state the organization of the Western Wholesale Druggists' Association.

Articles 29 to 138 describe the Rebate or Contract plan.

Articles 138 and 144 describe the Detroit plan.

Articles 144 to 184 set forth the various steps adopted to maintain these two plans.

Articles 184 to 196 set forth that many of the defendants refuse to deal with the plaintiff or with anyone selling to him.

Articles 196 to 207 set forth that all the defendants are making efforts to maintain the Rebate and Detroit plans.

Articles 207 to 216 set forth acts of various defendants in support of the Rebate and Detroit plans.

Articles 216 to 245 set forth the injuries which the plaintiff anticipates.

Five of the defendants who are foreign corporations have demurred to the complaint, on the grounds:

- 1st. That the Court has no jurisdiction of the persons of these defendants;
- 2d. That the Court has no jurisdiction of the subject of this action;

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3d. That the complaint does not state facts sufficient to constitute a cause of action.

All the rest of the defendants have demurred on the third ground, viz., that the complaint does not state facts sufficient to constitute a cause of action.

The difference between the demurrers is simply that those of the defendants who are foreign corporations, in addition to the cause of demurrer relied upon by the other defendants, avail themselves of Section 1780 of the Code of Civil Procedure, which prevents a foreign corporation from suing another foreign corporation in this State in certain cases not covered by the complaint.

It is understood to be the intention of counsel on both sides to argue this demurrer, not on technical, but on broad grounds, so that as far as possible a decision may be handed down that will define the law of the case, and end it or limit as far as possible the scope of the litigation. The Court will see the importance of this when it examines the voluminous complaint and considers what time and expense will be required by the parties to prove or disprove the allegations contained in it. Besides this there is another action at law pending in this Court to recover the sum of \$500,000 as damages from the same or from many of the same defendants, said to have been sustained by the plaintiff in its business, because of the same combination.

The circumstance that this Court has heretofore granted an injunction—a very narrow one—in this case should not in any way affect the demurrers to the plaintiff's amended complaint, which now defines his cause of action, because the original complaint was entirely different in form and materially different in substance.

Of course, our demurrers do not admit statements in the complaint which are mere conclusions of fact or of law, among which we specify the following:

Articles 44, 55 and 60, which set forth that the defendants

who are manufacturers and proprietors were persuaded to adopt the Rebate and Detroit plans "in order to protect themselves with the National Wholesale Druggists' Association."

Article 62, setting forth that the purpose of the defendants who are wholesale and jobbing druggists is to control the wholesale trade and the prices.

Article 63, which alleges that the conduct of the defendants is illegal.

Articles 73, 74, 77, 78 and 79, which set forth various "claims" said to be made by the defendants who are wholesale druggists.

Article 84, setting forth that certain persons have declined to accept orders from the plaintiff in order "to protect themselves with the National Wholesale Druggists' Association."

Article 91, which sets forth "claims" of defendants who are wholesale druggists.

Articles 99, 108, 116, 121 and 123, which state that the defendants who are manufacturers have acted in the way complained of in order "to protect themselves with the National Wholesale Druggists' Association."

Articles 131, 137, 143, 148, 153 and 156, which set forth that the defendants who are Rebate proprietors have adopted the plans in order "to protect themselves with the National Wholesale Druggists' Association."

Article 162, that many persons who had shipped goods to the plaintiff were compelled to stop doing so in order "to protect themselves with the National Wholesale Druggists' Association."

Article 169, that the defendants who are manufacturers and proprietors who signed Exhibit 18 did so in order "to protect themselves with the National Wholesale Druggists' Association."

Articles 201, 202 and 203, setting forth certain "claims" made by wholesale druggists.

Article 216, that the Rebate and Detroit plans and all steps taken to maintain them are illegal.

Article 217, that plaintiff's business is being injured and destroyed.

Article 245, that plaintiff has no adequate remedy at law.

The complaint states that the National Wholesale Druggists' Association is composed of four classes of persons, viz., manufacturers of proprietary articles, jobbers in proprietary articles, manufacturers of articles not proprietary, and jobbers in the same. Proprietary goods are the exclusive property of the proprietor, who has a legal monopoly, and are generally patent medicines.

The only theory upon which the relief asked for can be granted is that the defendants have conspired for the purpose of injuring the plaintiff. The Appellate Division understood this to be the plaintiff's claim in deciding certain questions of pleading as to the complaints both in the action in equity and in the action at law.

J. D. Park & Sons Company vs. Hubbard, 30 App. Div., 508 and 517.

But the Court cannot read the complaint, and especially the exhibits attached to it, without being at once convinced that the acts of the defendants complained of were not committed out of any malice against the plaintiff, or for the purpose of injuring it, but were committed for the purpose of maintaining what the defendants think to be an advantageous course of business, which the plaintiff may pursue if it chooses, and by which, if it does not, it may be injured.

This course of business has arisen as follows: The manufacturers of proprietary medicine and the distributors of proprietary medicine think that it is to the advantage of each that the proprietors' articles shall be sold at the same price all over the United States from Maine to California, and that the distributors of the articles shall receive a fair compensation, and the same compensation, for doing the business from Maine to California.

These purposes, which in themselves, it seems to us, are clearly wise and lawful, are carried out by two schemes, described respectively as the Rebate plan and the Detroit plan, of which the plaintiff makes especial complaint.

The Rebate plan is as follows:

The proprietor fixes the price of his article, known as the "long price," and agrees to pay freight, expressage and cartage to any point from which it may be ordered. The result of this is that if the long price of his article is \$1, say in New York, where it is manufactured, it is exactly the same price in California, where it has to be sent some 3,000 miles.

He further says to the distributor that if the distributor will agree not to sell this article at less than the long price, he will allow the distributor a rebate of 10 per cent as his compensation for handling the article. This, the Court will see, carries out the leading thought of the scheme, namely, that the price of the article shall be the same everywhere, which is very important to the proprietor. If, instead of selling the article at the long price, say \$1, one man sells it at 97 cents, and another at 95 and another at 93, the proprietor is injured because the distributors by this kind of cutting get less for the sale of the article and take less interest in it; and the purchaser, who knows that the price fluctuates in this way, is never sure that he is being charged the right price. It follows also, when the retail price of the article is not kept at a uniform figure, that the retail dealing will tend to be confined to the large druggists and department stores which can undersell the smaller tradesmen, and the area of distribution will be restricted.

Because many distributors violated their contracts by cutting prices it was soon found necessary in order to maintain this Rebate plan to follow up the distributors and to ascertain which of them kept their contracts and which did not. It was obviously unfair that an honest dealer who carried out his contract to sell at the long price should be exposed to the

competition of a dishonest dealer who violated his contract and sold the goods at less than the long price. This became the particular function of the Committee on Proprietary Goods of the National Wholesale Druggists' Association.

They soon found it was impossible to keep track of the innumerable retail distributors, and consequently suggested a plan which is called the Detroit plan, now to be described.

The proprietors were asked to sell their goods only to the wholesale or jobbing druggists and not to the retail trade, and the Committee on Proprietary Goods undertook to furnish to the proprietors lists of wholesalers who could be depended on to keep their contracts, and cut off lists, that is, lists of dealers who do not keep their contracts, or who buy as a mere cover for dealers who are known not to keep their contracts. This is the Detroit plan, so-called because it was suggested at a meeting of the National Wholesale Druggists' Association in that city in 1893.

Of course, to obtain this information for the proprietors it was necessary for the Committee on Proprietary Goods to watch the transactions in proprietary goods and report to the proprietors the names of distributors who violate their contracts with proprietors and sell the articles at less than the long price; which is what the plaintiff complains of as spying upon its business.

The plaintiff is not excluded from this course of business. On the contrary, it is invited and urged to join in it. And it suffers, not because any one has malice against it or desires to injure it, but because it refuses to do business on the terms which appear to ninety per cent of the trade to be beneficial. Whatever injury happens to the plaintiff is the incidental result of maintaining the course of business which the vast majority of persons engaged in it think advantageous, and if the plaintiff appears to suffer particularly, it is because it is the most notorious opponent of the system. The same injury will happen

to any one else who pursues the same course as the plaintiff, and it will stop the moment that the plaintiff or such other person chooses to carry on business in the way that the defendants do.

It will be seen that the plaintiff can buy all the proprietary goods it wants at the long prices, but it does not get the rebate; and it does not get the rebate because it refuses to do the things for which the rebate is granted. And that is what the plaintiff especially complains of (folios 226-236).

No proprietor is compelled to adopt either the Rebate plan or the Detroit plan. The exhibits attached to the complaint show that many proprietors have not adopted it all, and many who have adopted it do not enforce it. The association strongly recommends them to do so, and if they do to live up to their pretensions. If a proprietor does not live up to it, but knowingly furnishes his article to distributors who cut the price, the only consequence is that his article will be taken off the Rebate list. The effect of this simply is that jobbers are not deceived, and that the honest distributor who sells at the agreed price is no longer exposed to the competition of the dishonest distributor who does not.

We think the most casual examination of the exhibits annexed to the bill will satisfy the Court that the function of the National Wholesale Druggists' Association in this matter is advisory only. It strongly advocates the Rebate plan and the Detroit plan, but compels no proprietor to adopt either. Their obvious advisability results in their adoption by the largest part of the trade, but this is the consequence of the conviction of those interested that they are benefited by it, and not the result of any coercion. It is true that the plaintiff does say in certain parts of the complaint that it cannot get any proprietary goods at all; but this must be understood to mean with the rebate off. If it means anything else, or if the plaintiff means to complain that the defendants will not buy anything

of it, these consequences obviously do not result from the acts complained of, to wit, the Rebate and the Detroit plan.

What is there illegal either about the Rebate plan or the Detroit plan?

This Court has by implication at least recognized the validity of a contract not to sell to retailers, because the injunction asked for was refused, not upon the ground that such a contract was illegal or invalid, but on the ground that the defendant had not violated it.

Weil vs. Auerbach, 33 App. Div., 629.

It has also recognized the validity of a contract between the manufacturer and the purchaser of an article, that the latter shall not sell it below a certain price.

Walsh vs. Dwight, 40 App. Div., 513.

Ingraham, J., says:

"The defendants simply offered to parties purchasing their goods to make a reduction in the price of the goods sold, in consideration of the purchasers agreeing not to sell the goods at a less price than that named, and not to sell the goods of other manufacturers at a less price than that at which they agreed to sell the defendants' goods. It is difficult to see upon what ground it can be claimed that such a contract is illegal. That the defendants would have the right to establish agencies for the sale of their goods, or to employ others to sell them at such price as the defendants should designate, cannot be disputed. Nor can it be that a manufacturer of merchandise cannot agree to sell to others upon condition that the vendees in selling at retail should charge a specified price for the goods sold or should sell only the manufactured product of the manufacturer."

The Court of Appeals in the case of

Lough vs. Outerbridge et al., 143 N. Y., p. 271, Held that it was lawful for the defendants, who are common

carriers, to destroy the business of a competitor, and to injure the plaintiffs, who dealt with him, by agreeing to give a rebate to customers who agreed to deal only with them.

O'Brien, J., says:

"But it is urged that the plaintiffs were in fact the only shippers of goods from New York to Barbadoes by the 'El Callao,' and therefore the condition imposed. that the reduced rate should be granted only to such merchants as stipulated to give the defendants their entire business, while in terms imposed upon the public generally was in fact aimed at the plaintiffs alone. The trial Court refused to find this fact, but assuming that it appeared from the undisputed evidence I am unable to see how it could affect the result. The significance which the learned counsel for the plaintiff seems to give to it in his argument is that it conclusively shows the purpose of the defendants to compel the plaintiffs to withdraw their patronage from the other line to suppress competition in the business and to retain a monopoly for their own benefit. Conceding that such was the purpose, it is not apparent that any obligation which the defendants owed to the public was disregarded."

That these contracts, which, it must be remembered, are all individual contracts between the proprietor and the distributor are invalid as individual contracts, we do not suppose that even the plaintiff would pretend. What it says is that such contracts become invalid if they are the result of a combination between many persons. Therefore, we now call the attention of the Court to several cases of combination resulting in great injury to other persons which were held to be entirely valid because the object was not to injure the other persons, but to benefit the parties to the combination.

Continental Insurance Co. vs. Board of Fire Underwriters of the Pacific, 67 Fed. Rep., 310.

The plaintiff complained that its business was injured by the defendants, who were a voluntary association of underwriters who had adopted rules—

- 1st. For the regulation of premiums;
- 2d. For the prevention of rebates;
- 3d. For the compensation of agents;
- 4th. For non-intercourse with companies not members.

The tenth paragraph of the bill alleged "that the said board of defendants, with its associates, or some or any two or more of them, had entered into a conspiracy to prevent your orator from following his lawful business," &c.

McKenna, Circuit Judge, said:

"I shall assume that by these allegations the plaintiff intends to charge that the board was organized and a conspiracy was formed for the purposes mentioned. If the charges were true there could be no doubt about the judgment which should follow them. But I do not think the proof sustains them. I do not think the board was organized or formed for such purposes. It was induced by trade reasons in which the co-operation of all companies was undoubtedly desired; and necessarily against their opposition a plan of competition was provided for and executed; it would be extremely inconsequential to say that the organization had no further purpose, or had the chief purpose to intermeddle with plaintiff's business or compel its action in any way, or was influenced by personal malice or ill-will."

Anderson vs. The United States, 171 U. S., 604.

In this case the plaintiff complained that the defendants had made a combination to deprive any one not a member of the Traders' Live Stock Exchange from freely transacting business at the markets of Kansas City.

The defendants had adopted several rules, and among them the following:

"Rule 10. This Exchange will not recognize any yard trader unless he is a member of the Traders' Live Stock Exchange.

"Rule II. When there are two or more parties trading together as partners they shall each and all of them be members of this Exchange.

"Rule 12. No member of this Exchange shall employ any person to buy or sell cattle unless such person hold a certificate of membership in this Exchange.

"Rule 13. No member of this Exchange shall be allowed to pay any order buyer or salesman any sum of money as a fee for buying cattle from or selling cattle to such party."

The Supreme Court of the United States, assuming that the defendants were engaged in interstate commerce, were of opinion that these by-laws were not in restraint of trade, nor any evidence of a combination to monopolize or attempt to monopolize such trade.

Finally, the case of

Mogul Steamship Co. vs. McGregor, Law Reports, 15 Q. B. Div., 476,

unanimously affirmed in the House of Lords, Appeal Cases for 1892, page 25, was an instance of the most determined and bitter combination by the defendants to prevent the plaintiffs from getting any trade whatever in certain Chinese ports.

In the House of Lords, Lord Morris said:

"My Lords, the facts of this case demonstrate that the defendants had no other or further object than to appropriate the trade of the plaintiffs. The means used were

"Firstly, a rebate to those who dealt exclusively with them; "Secondly, the sending of ships to compete with the plaintiff's ships;

"Thirdly, the lowering of the freights;

"Fourthly, the indemnifying other vessels that would compete with the plaintiffs;

"Fifthly, the dismissal of agents who were acting for them and the plaintiffs.

"The object was a lawful one. It is not illegal for a trader to aim at driving a competitor out of trade, provided the motive be his own gain by appropriation of the trade and the means he uses be lawful weapons. Of the first four of the means used by the defendants the rebate to customers and the lowering of the freights are the same in principle, being a bonus by the defendants to customers to come and deal exclusively with them. The sending of ships to compete, and the indemnifying other ships was 'the competition' entered on by the defendants with the plaintiffs. The fifth means used, viz., the dismissal of the agents, might be questionable, according to the circumstances; but in the present place the agents filled an irreconcilable position in being agents for the two rivals, the plaintiffs and the defendants. Dismissal under such circumstances became perhaps a necessary incident of the warfare in trade.

"All the acts done and the means used by the defendants were acts of competition for the trade. There was nothing in the defendants' acts to disturb any existing contract of the plaintiffs, or to induce any one to break such. Their action was aimed at making it unlikely that any one would enter into contracts with the plaintiffs, the defendants offering such competitive inducements as would probably prevent them. The use of rhetorical phrases in the correspondence cannot affect the substance and meaning of it." (The italics are ours.)

The opinions of the Judges in the Court of Appeal, where there was but one dissent, that of Lord Esher, are all so good that it is difficult to quote from them. The opinion of the House of Lords was unanimous.

Upon the motion to continue the preliminary injunction originally granted in this case, this Court pared it down to the following form:

"The defendants are enjoined from conspiring or combining together, or with any other person or persons, to prevent the plaintiff from freely purchasing proprietary drugs and medicines or other goods, or from freely selling proprietary drugs or medicines or other goods to persons who may desire to purchase. But the defendants are not enjoined from obtaining or imparting information as to the manner in which the plaintiff conducts its business, or any violation of any agreement with any specific manufacturer or wholesale dealer, and neither of the defendants is enjoined from making any agreement with the plaintiff or any other person fixing the price of sale of his or its particular line of goods."

The Court will see from the complaint and its exhibits that all the plaintiff complains of is that it cannot buy proprietary goods with the rebate off. There is no doubt that it can buy as many proprietary and other goods as it pleases at the long terms, and as for selling its own goods, if there is any refusal on the part of any of the defendants to buy from it, such a refusal is obviously not the result of the things complained of.

If the Court can be supposed to have meant to go further than this, then the injunction is to be understood as prohibiting the defendants, whose contracts have not been violated by the plaintiff, from agreeing to refuse to sell their goods to it with the rebate off because it has violated the contracts of other defendants. In other words, that though a man does violate his contract with Proprietor A, Proprietors B, C and D must not

agree to refuse a rebate to him for that reason. Even so construed, this plaintiff cannot take advantage of such a situation, if it existed, because its action proceeds upon the theory that it does and will cut all prices; and therefore if the defendants, or most of them, do refuse to give it a rebate, it is because either he has cut their prices or publicly takes the position that he will cut them.

The exhibits annexed to the complaint which in any way bear upon the supposed agreement between the Proprietors and the Association are Exhibits 2, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29 and 30, most of which do not advance the plaintiff's case at all.

Exhibit 2 is a perfectly legal contract for the proprietors, Wells, Richardson & Company, to make with their customers.

Exhibit 18 is a form which it is proposed by the Association that the proprietors shall sign; but it undertakes to refuse to sell only to parties who violate "our contract."

Exhibit 19 is a statement by one Kennedy, not a defendant, that he will not sell to any one whose name is on the list of cutters.

Exhibit 20 is a notice from J. Carnrick to John D. Park & Sons, the predecessors of the plaintiff, that Carnrick will not thereafter fill their orders.

Exhibit 21, also addressed to Park & Sons, the predecessors of the plaintiff, encloses an invoice of five cases of Nestle's Condensed Milk, and then discusses the question of the plaintiff's connection with the trade.

Exhibit 22 is a letter of Parke, Davis & Company to John D. Park & Sons, the predecessors of the plaintiff, justifying the particular form of contract which Parke, Davis & Company use with their customers.

Exhibit 23 is a refusal of the Lawrence Williams Company, not a defendant, to sell to the plaintiff because of his position with the National Wholesale Druggists' Association.

Exhibit 24 is a letter from the Maltine Manufacturing Company notifying the plaintiff that it may not thereafter accept its orders because of the request of the National Wholesale Druggists' Association.

Exhibit 25 is a letter from Reid & Carnrick regretting that they cannot fill the plaintiff's orders because of the National Wholesale Druggists' Association.

Exhibit 26 is a refusal by the Dios Chemical Company to sell the plaintiff its goods because the plaintiff would sell them at less than \$96 a gross.

Exhibit 27 is a refusal of the Dr. J. H. McLean Medicine Company to sell to the plaintiff because its name is on the list of cutters.

Exhibit 28 is a refusal of the Dr. Harter Medical Company to sell to the plaintiff because of the National Wholesale Druggists' Association.

Exhibit 29 is a refusal of Parke, Davis & Company to sell the plaintiff because of violation of its own contract.

Exhibit 30 is a refusal of the Charles H. Phillips Chemical Company to seil to the plaintiff for the same reason.

Accordingly, we have only six exhibits which the plaintiff can get together in the long course of its fight going to show that any one has refused to sell it because of any other reason than that it cuts the refuser's own prices, to wit, Exhibits 19, 20, 23, 24, 25 and 28, and only two defendants sign any of them, Reid & Carnrick (Exhibits 20 and 25) and the Maltine Manufacturing Company (Exhibit 24).

And these exhibits are to be read in the light of all the exhibits and of the course of dealing which they establish. Because of sentences taken here or there from the exhibits an agreement or combination is not to be imputed to the defendants. In the language of Lord Morris in the case of the Mogul S. S. Co. (supra), "the use of rhetorical phrases in the correspondence cannot affect the substance and meaning of it."

The plaintiff's counsel, however, says—to cut a very long story short—that the defendants have combined to commit acts "injurious to trade or commerce" made illegal by Section 168 of the Penal Code, and that, therefore, the combination, even if otherwise valid, should be enjoined. The acts complained of are said to restrain trade, to prevent competition, and to regulate prices. He cites upon the point the cases of

Hooker vs. Vandewater, 4th Denio, 349. Stanton vs. Allen, 5th Denio, 434. Judd vs. Harrington, 139 N. Y., 105. People vs. Sheldon, 139 N. Y., 251. People vs. Exchange, 145 N. Y., 267.

The first of the cases involved agreements between common carriers to destroy competition and raise prices, and the last three were similar agreements between dealers in three staples of life, viz: meat, coal and milk. These trades concern articles which all men need and no man controls. The object of the combination in each case was to control the market for them in the particular locality. How very different the case before the Court! The articles in question are varieties of cold-cures, rheumatism cures, etc. The owners of each one of these articles has a legal monopoly in it against all the world. He has a right to refuse to sell it at all, and he has a right to sell it on his own terms. It is perfectly legal for him to fix a price and allow a rebate from it on certain conditions. If the defendants have combined to maintain the proprietor's terms, then they have combined to do what we have seen is a perfectly legal act, and not one injurious to trade or commerce within the meaning of Section 168 of the Penal Code.

It would be nearer what the plaintiff's counsel has in his mind if manufacturers of and wholesale dealers in one of these subjects—say cold cures, to put a case—should meet and agree that no cold cures should be sold under a fixed price. This might be said to be a restraint of trade or prevention of com-

petition and a regulation of price for the whole subject. But in the case before the Court, if a combination were found to exist, still it was one which left competition between the manufacturers of the various remedies perfectly unrestrained and the regulation of price of these remedies unfixed. All that is done is that the manufacturer fixes his own price for his own article, of which he has the legal monopoly.

Even if all that the plaintiff says were true, as to this arrangement being in contravention of Section 168 of the Penal Code, it would not follow that any member of the public has a right to obtain an injunction. Suppose that the plaintiff cannot get goods—its remedy is to move the State in a criminal proceeding. The only ground it would have for a civil remedy would be an allegation that the combination in question had been made for the purpose of injuring it—which, as we have seen in the early part of this argument, is not the case. No case cited by the plaintiff sustains the position that its counsel has taken with reference to its right to a civil remedy.

The demurrers should be sustained with costs.

Robinson, Biddle & Ward,
Attorneys for various Defendants,
160 Broadway,

Henry Galbraith Ward, Leo Everett,

Of Counsel.

SUPREME COURT, NEW YORK SPECIAL TERM.

John D. Park & Sons Company vs.

The National Wholesale Druggists' Association and others.

March, 1900.

New York.

APPEARANCES:

Messrs. Swayne & Swayne, Henry T. Fay, of Counsel, for Plaintiff.

Messrs. Robinson, Biddle & Ward, Henry G. Ward, and Leo Everett, of Counsel, for Defendants.

Russell, J.:

The demurrer to the complaint fairly presents the legal questions at issue, for the events are fully narrated which form the statement of facts on which the plaintiff relies to justify the charge that the defendants have conspired to seriously impair the plaintiff's business and destroy its power to purchase and sell proprietary drugs and medicines, and are proceeding in the execution of their conspiracy. The plaintiff is a corporation doing business at Cincinnati, succeeding a partnership composed mainly of those now interested in the corporation, and has with its predecessor for many years conducted a wholesale business in drugs and medicines, both of the proprietary and free lots, and here seeks injunctive relief.

The defendants, one hundred and twenty-five in number, variously carry on separate business from New England to California as manufacturers or jobbers or wholesalers of proprietary drugs and medicines in part, and are united by the common tie of the association called The National Wholesale Druggists' Association, which is an unincorporated company existing only by the voluntary union of the manufacturers, jobbers and wholesalers for the common action and benefit of all its members.

The grievance of the plaintiff consists in its inability to directly buy so that it can sell proprietary goods which are those manufactured by some of the defendants from receipts owned by those defendants, possibly protected by trade-marks, and which are commonly called patent medicines. Its custom is seriously impaired at a natural consequence by the inability to supply customers with the entire range of patent medicines as well as free drugs. And it is quite apparent that if the rules of the Association are effective to protect its own members they are also effective to prevent the freedom of the plaintiff to purchase and sell such articles.

The inability of this plaintiff to compete is primarily due to its own volition. No charge is made by it of a refusal to sell goods under the same conditions as freely to it as to any one. The charge is that the plaintiff must conform to the rules of the Association on the same basis as all seeking membership, or be an outcast in the commerce of these particular goods. No especial discrimination is made against the plaintiff not common or incidental to all without the pale, unless it may be that the vigorous efforts of plaintiff to break up the solidity of the Association have induced precautionary measures by the latter which have individualized it as an example, but which measures might have been taken against any in similar case.

It is therefore necessary to consider how far the owners of patent medicines, which no one else may make and sell in the combination or form devised by the owners, can guard their own powers of sale by limitations which are so far lawful as not to expose them to the charge of illegal restraint of trade, whether or not those limitations can be enforced as valid executory agreements between the different manufacturers, or between them, the jobbers and wholesalers. It is not quite material whether these defendants have a contract binding between themselves if a united action on their part, from common understanding and concerted effort, works unlawful harm to the plaintiff. But it is equally clear that they do not have to plead an enforcible contract to protect themselves from the charge of wrong to one not claiming any rights or privileges from the contract or the rights on which it is based.

This contract of the members provided that none would sell their proprietary articles, or allow the ten per cent commission and freight charges, to any one who would not conform to the rules, nor would they undercut the price fixed by the manufacturer owner. Is this a reasonable restriction upon the sale of the inventor's production, or is it in unlawful restraint of trade? Is the agreement of several vicious while the re-

fusal of one to sell would be justifiable? Shall the united action through each separate interest protecting itself be unlawful if designed solely for protection and not for punishment? Is not the necessity of combination evident if the individual may control the price for which his article is to be sold? Will not in such case combination result in a larger and more unrestricted sale to the public than isolated action?

Of course, all depends on the right of the inventive manufacturer to utilize in some way the benefits of his own originative skill. I understand this right to be conceded; but it is apparent. He can refrain from selling below a given price in the honest or mistaken belief of the value to the public. He may lawfully insist that his purchaser shall not cheapen the product by selling below a stated rate. He cannot prevent that purchaser from passing a good title to another for nothing, but he can close the door on that purchaser's procuring from his manufactory his product after violation of a fair agreement. With this power of protection he may use reasonable means to enforce it. He may join with others in similar need to accomplish by concerted action that which would be too burdensome, expensive or impracticable to achieve alone, and without which concert his power to fix the price of his own produce would be barren of good result. To do this reciprocity of action is essential. If another agrees to share the expenses of detecting violations of faith in his purchasers, he must reciprocate. Any reciprocal agreement would be ineffective if the one could freely sell his own product to the breaker of faith with the other. Reciprocity of action rightfully used tends to promote and enlarge the sphere of trade; and every presumption favors such a design where the benefits to the manufacturer increase with the extension of the market.

These defendants are not dealing in the prime necessities of life, like food, fuel or clothing. They may use the simples of nature which are free to all, and which may not be im-

pounded by any form of monopoly endeavor. But the compounds when protected by secrecy of manufacture or trademark association are inventions valuable to the combiner if the public, critical or credulous, believe in the utility of the product. These products, however, are not necessaries of existence; Hair Restorer and Liver Pills may be deemed efficacious by those who use them; but the combinations of ingredients in the particular forms adopted by the remedy discoverer are not yet recognized as staples of health, or even commerce, and the earnest seeker for them must yet buy them under the reasonable requirements of the inventor, and cannot demand the sale under the freedom of competitive offerings.

With the care which should always be used in referring to judicial opinions when the mind is concentrated upon the application of general rules to particular facts—a care needed especially in the analysis of contracts limiting the power of free trading because the lines of legal interference are not plainly marked as yet—we may note briefly some pertinent cases, digesting the principle applied.

In Walsh vs. Dwight, 40 App. Div., 513, it was decided that an agreement to sell at a certain price the manufacturer's soda and other similar goods was not unlawful. Our Court of Appeals decided in Lough vs. Outerbridge, 143 N. Y., 271, that a common carrier might give privileged rates to some and refuse others. The Supreme Court of the United States held in Anderson vs. United States, 171 U. S., 604, that an exchange association had the reasonable privilege to adopt resolutions restricting the persons with whom sales or purchases might be made and contracts and rates of employment effected. A combination of Insurance Companies excluding business intercourse with non-members is not illegal Continental Ins. Co. vs. Fire Underwriters, 67 Fed. Rep., 310, McKenna, C. J. But a restriction of general freedom to pursue a lawful calling unless a person becomes a member of an association is unlawful.

Curran vs. Galen, 152 N. Y., 33. And agreements to control price and destroy competition in necessities like food or fuel are unlawful. Judd vs. Harrington, 139 N. Y., 105. People vs. Sheldon, Id., 251. People vs. Milk Exchange, 145 N. Y., 267.

The sacred right of the toiler to earn the means of subsistence for himself and dependents is and always will be recognized; the freedom of competitive purchase of the necessaries of life will be maintained; trade and commerce will not be shackled by monopolies designed to extort unnatural prices; but inventive skill, even though applied to medicinal compounds, may yet have protection from outlawry if the inventor reasonably uses his property rights and does not trespass into another's privileges.

I do not find from the complaint the use of unlawful means to execute the lawful agreement. No instance is stated of any watching which interferes with plaintiff's proper business. The Committee of the Association may not have judicial powers, but any agent may act for an unwieldy association if such action is within the lines of the rules, and no specific deviation, prejudicial to plaintiff, is averred.

Nor does plaintiff set forth his occasional conformity to the rules of the Association as a cause for a rightful demand of the benefits of participation in the privileges of that body. These isolated instances are rather stated by way of confession and avoidance. Plaintiff plants itself firmly on the illegality of the agreement and combination, repudiating their lawfulness and seeking their destruction.

Nor do I deem the privilege of amendment useful. Three years of litigation in this action have presented the original complaint to the scrutiny of counsel and Court; the amended complaint states fully the facts relied on and, as counsel for both sides seem to believe, this case may well be decided upon the facts as stated by plaintiff in its complaint.

Judgment for defendants sustaining demurrer, with costs.

Vice-President Lange—The report of this sub-committee will take the usual course and go to the Board of Control. The next subject is the report of the Committee on Adulterations. Mr. John F. Queeny, St. Louis, Mo., Chairman. The Assistant Secretary, Mr. Toms, will read the report.

Mr. Toms read the report, as follows:—

REPORT OF COMMITTEE ON ADULTERATIONS.

National Wholesale Druggists' Association:

Mr. President and Gentlemen:—If the members of this Association are really interested in the question of adulterations and are desirous of having the practice eliminated, to a large extent, from our business, let each member read and familiarize himself with the different reports of the Committee on Adulterations which have been submitted to the Association the last three or four meetings, and act on the suggestions offered therein.

This question has more than once presented itself to the chairman—"What is the Committee on Adulterations for, anyway?" It tells truths regarding the manipulation and sophistication of many of the products sold by us, offers suggestions to prevent the continued sale of these adulterated and inferior goods, yet what has been done by this Association to correct the evil? It would seem that this Committee itself is a necessary evil for the Association, and simply permitted to exist because of its long standing, and—perhaps—ineffectiveness. The report which it is expected to submit at each meeting is discounted in advance, hence comparatively little interest is taken in it by even a large contingent of the Committee itself.

In making up his report the chairman should naturally expect some assistance from the members of his Committee.

While there are exceptions to all rules, and happily so, a letter received by the chairman in reply to his request for data for this report, very well illustrates the disinterestedness that has been shown on the subject of adulterations, which subject, on the contrary, should be considered of the utmost importance by us all—and it equally well illustrates what a chairman of the Committee on Adulterations has to contend with in making up his report. The letter reads as follows:

"With regard to the report of the Committee on Adulterations, your letter has put me in a musing and meditative frame of mind. Among other things, it calls up my own experience of a few years ago, when I had the honor of officiating as chairman of the Committee. In a burst of naive enthusiasm I wrote to all my fellow members on the Committee, urging the desirability of having an epoch-making report, and cordially invited their assistance. I shall not soon forget the bland and paternal manner in which they protested against any disturbance of that beautiful tradition in the N. W. D. A., which commands the chairman of the Committee on Adulterations to monopolize all the glory of the report—and all the work. Not a pen was put to paper in my behalf. It would have moved you to tears to observe the generous unanimity of my colleagues on the Committee in refraining from assistance which might deprive me of my laurels as author of the report. Now, surely, you don't want me to be any less considerate of your welfare in the present case. I know you would not have me play the iconoclast and shatter that lovely tradition that has so long prevailed in the Association and the Committee. Far be it from me to play the innovator! Of course I love glory-I hunger and thirst after it, but I have learned my lesson, and, profiting by my own experience, I must now curb my appetite for distinction and leave all the laurels to the chairman. But rest assured that if I don't contribute one, lone, solitary sentence to the text of your report, I shall

be on deck to congratulate the chairman on his admirable effort and cry 'bravo' with all the strength of my lungs.

"Trusting that my generosity and forbearance will be warmly appreciated, I remain, etc."

The chairman apologizes herewith for the publication of that letter, but, gentlemen, "it tells a tale that should be told." It is repeated with the hope that it will build up anew the life and interest that should be shown in very important matters of this nature, and serve to correct the indifference shown on the subject before us. All the members of the Committee should lend their assistance and knowledge in the formulation of these reports and do their share towards carrying out the work intrusted to them—not leave it entirely to the chairman and sanction in advance anything he might say. The reports of the Committee on Adulterations represent a great deal of time and labor when they are submitted to the Association, and often contain valuable information, such as it is difficult to obtain elsewhere, and consequently they should be carefully considered and studied by the members.

Reference is made particularly to the report read at the St. Louis meeting in 1898 and published in the proceedings of that year, pages 166 to 178. The subject was so carefully and thoroughly handled by Mr. Warren, the chairman of the Committee for that year, that it leaves little else to be said, and it is strongly suggested that every member read that report carefully. It would, no doubt, be of much benefit to our Association, as well as to each and every one of us in our business.

It is gratifying to note one result from the minority reports submitted at the last meeting. It will be remembered that it was shown that ipecac root powdered was being offered and sold at less than the whole ipecac root could be bought for, while the importation of the Carthagena variety was prohibited by the United States Government.

The United States authorities found that the Carthagena ipecac was coming into the country through Philadelphia. The Treasury Department has just issued an order instructing the collector to no longer allow this variety to enter his port, on the grounds that the Rio is the only variety recognized by the United States Pharmacopæia, hence should be the only ipecac on our market.

It is not surprising to find the medical profession showing a strong preference for the products of pharmaceutical houses, instead of sending the Rio to the retail druggist to be compounded, as formerly. The physician is being educated to the fact that the pharmaceutical and specialty manufacturers are the most careful buyers of crude materials, and he can, therefore, place reliance on their products. This feeling is growing stronger day by day. Why? A representative of a drug milling establishment was questioned recently by the chairman as to whether, in buying, quality or price was the first consideration with the majority of jobbers he visited. His reply was emphatic-"Price; the question of quality was seldom referred to." That state of affairs should not be. Quality should be the first desideratum in the buying of the goods we handle. Patent medicine men and pharmaceutical manufacturers can not afford to be more particular in their buying than the wholesale druggist.

You will no doubt recall receiving frequent letters advising of "direct importations of Venice turpentine just received," and quoted at about 14 cents per pound, but these letters avoid saying, however, true Venice turpentine. There are two kinds imported; the true, from larch trees, and the artificial, made from rosin, and both usually shipped from Trieste. It is the latter article—the artificial—which is the "direct importation" at the low price of 14 cents, or thereabouts. A foreign shipper of the article writes, "The artificial produce seems to serve as a substitute for the true Venice turpentine from larch trees—

of course, only for certain purposes; for instance, in the manufacture of cables large quantities of artificial Venice turpentine are used as an admixture for the isolating compound." Naturally the artificial will not answer to the test given in the United States Pharmacopæia which the true responds to perfectly, and it is, therefore, easily distinguished. There is still another variety of "Venice" turpentine on the market which comes from Georgia, and which is also sold quite largely. The house that sends out the true article on orders for Venice turpentine is at a great disadvantage in competing in price with the other varieties.

If for commercial purposes, qualities other than the best, or highest, or purest grade will answer to the requirements of the consumer, well and good; but in that case let the consumer know exactly what he is getting.

If he is receiving a powdered elm bark which contains 25 per cent of wheat flour, let the buyer be apprised of the fact.

When saltpetre commercial is sent on an order for saltpetre without reference to quality, let it be so labeled instead of simply "saltpetre," which is misleading in more ways than one. Label goods what they are. Commercial saltpetre is a mixture—80 per cent common salt and 20 per cent saltpetre—and the sale of the article should be discouraged. One of the large manufacturers was inclined to discontinue its manufacture at the suggestion of the chairman, but others would not; hence we still have the article before us, unfortunately.

Beeswax which contains 50-60 per cent ceresine is sent out labeled, or marked, "Beeswax," and so invoiced, without any other designation.

We all know that 95 per cent is the standard for wood alcohol, and the quality which should be delivered on open orders, yet 92 per cent has often been sent on these orders, but care was taken not to label it 92 per cent.

It is in such cases deception is practiced.

It is known that cotton seed oil is sold in some sections as Malaga olive oil. If the green is wanted a little chlorophyl is added and the customer is supplied with this mixture under the label "Malaga olive oil, green," or "Green olive oil."

Pomegranate bark of the stem seems to be commonly sold for bark of the root. Both varieties are official, vet there is a difference of about 10 cents per pound in the import cost of the two articles.

Why should we continue to send out under the label of powdered black antimony, even if labeled commercial, an article which does not contain a grain of antimony, but which, instead, is Lehigh soft coal—pure and simple—pulverized? Sometimes we find it of a grayish color, denoting an addition of slate, or talc, or something else—not antimony.

The red aniline supplied generally to jobbing druggists is granulated sugar colored with red aniline. Sometimes salt is used instead of sugar.

A vanillin recently examined was found to be adulterated with acetanilid to the extent of 50 per cent.

Borax continues to go before the public heavily adulterated. The Pacific Coast Borax Company submits the following analysis on six samples of packed goods purchased from retail grocers in Chicago, in March of this year:

No. 1.	No. 2.
Soda99 per cent	Soda40 per cent
BoraxNone	Borax60 per cent
No. 3.	No. 4.
Soda56 per cent	Soda56 per cent
· Borax44 per cent	Borax44 per cent
No. 5.	No. 6.
Soda62 per cent	Soda88 per cent
Borax38 per cent	Borax 6 per cent
	Talc, etc 6 per cent

They have taken off the market about 20,000 pounds adulterated borax during the past six months, which was replaced with pure goods.

It is contended that no adulterated chemicals are issued by the manufacturers, but that in some of them there may be some certain impurities which may not have been absolutely removed, but which would not materially affect their value as medicines. To obtain them according to the Pharmacopæia standard would, in many cases, materially increase their cost without a corresponding benefit. The small percentage of impurity is of very minor consequence in medicine where the impurity is not poisonous, as a medicinal dose is purely empirical. The chairman contends, however, that as we look to the Pharmacopæia as the authority for the standard for purity of these goods, the manufacturers should make their products conform as nearly to its requirements as possible, when the standard given is within reason. As an illustration, reference is now made to bromide of sodium. Analysis of goods found on the market showed it to contain iodide, which certainly should not be present in this preparation.

The Committee on Revision and Publication of the Pharmacopæia are now working hard on the 1900-1910 edition, and it will, without doubt, modify some of the requirements which are now considered too rigid, and will fix the standard for purity, so that the various manufacturers will in the regular course of manufacture be able to make their products meet the new requirements.

It is a deplorable and well-known fact that many of the leading essential oils largely used throughout the country are oftentimes adulterated to a large extent, due to competition, and again—more or less—to the indifference of the buyer. The means of sophistication are varied and numerous, and it might not be amiss at this time to call your attention to an abstract taken from "The Volatile Oils" compiled by Doctors Gildemeister and Hoffmann, written under the auspices of Schimmel & Company, Leipzig, Germany:

"The practice of adulteration of the volatile oils, which is

probably as old as the manufacture itself, had in the beginning a certain justification, as with the incomplete technical equipment of the early times the addition of fatty oils, turpentine oil, or alcohol, was often necessary in order to extract from the plants their odorous principle. Later, when the preparation of the pure oils was already known, the practice of making these additions was still retained.

"Even thirty years ago it was customary to distil coriander with the addition of orange oil and to put the distillate on the market as coriander oil. Since pure coriander oil can now be prepared without difficulty, the product obtained by using orange oil, as it is found now and then even at the present time, must be considered as adulterated, and if the foreign ingredient is not made known its sale is a fraud.

"The adulteration need not always be by the addition of a less valuable body; it sometimes consists in that the more valuable constituent of the oil has been partially removed. The effect is the same, whether from a caraway oil of the specific gravity 0.910 so much carvol be removed, that an oil of the specific gravity 0.890 remains behind, or whether the same result is attained by the addition of limonene to the same oil.

"Although the adulterations themselves find a sufficient explanation mostly in the profitableness and the pecuniary advantage to the adulterator, it can not, however, be denied that often the ignorance of the consumer, and above all the desire to buy as cheaply as possible, is the cause of the spurious composition of many an oil. More than once the producer may have been induced to adulterate, because he found no buyers for his pure products at a reasonable price, while his adulterating competitor was able to do a lucrative business at lower prices.

"The main reason for the extensive adulteration to which volatile oils have been subjected at times is to be sought in the fact that the detection of adulterants was very difficult and often entirely impossible.

"Owing to the development of the terpenes, and their derivatives, great progress has been made during the last ten or fifteen years in the detection of adulterants. Knowing the composition of not a small number of volatile oils, it has become possible not only to distinguish between a pure and an adulterated oil, but also to judge the quality of these oils. This is effected by estimating the amount of the principal, or the most important constituent. In lavender oil, bergamot oil, petitgrain oil and others, the amount of esters present are therefore determined; in thyme oil, clove oil, bay oil, and Cretian origanum oil the amount of phenols is estimated; in cassia oil and lemongrass oil the amount of aldehyde. The assay of sandalwood oil shows how much santalol, that of palmarosa oil how much geraniol is contained in the oil. The quality of the oils named finds numerical expression in the percentage strength of the active constituents such as esters, phenols, aldehydes and alcohols.

"In a second class of oils, whose composition is likewise sufficiently known, an essay is not yet possible. The reason for this is twofold; first, the value of the oil depends not upon a single constituent, but upon the blending of the properties of several; and secondly, the chemical methods of investigation are not sufficiently developed.

"With these oils the examination is restricted as a rule to the determination of the normal composition of the oil and the absence of commonly used adulterants. Such oils are lemon oil, orange oil, rosemary oil, and spike oil, which should be tested particularly for turpentine oil."

The information given on the following oils is based upon actual investigation and experiment.

Oil of Almonds, Bitter.—The most common adulterant of bitter almond oil, whether deprived of hydrocyanic acid or not, is artificial oil of bitter almonds, or benzaldehyde.

Oil of Anise Star.—Formerly adulterations were never ob-

served, and it is only within recent years that it has occurred to the Chinese to add petroleum oil. It has been brought to light that oils fennel, sweet, and fennel chaff are also commonly used.

Oil of Bay.—This spicy oil having a close resemblance to oils clove and pimento, is oftentimes adulterated with these products.

Oil of Bergamot.—The agents used to cheapen this product are oils lemon, orange and turpentine rectified.

Oil of Caraway.—This particular oil is derived from different species of seed, viz.: Dutch and German. The adulterant used is oil of caraway chaff.

Citronella Oil.—Although this article is imported from India by shiploads, nevertheless same finds its way into the hands of consumers in an adulterated state, notwithstanding that it is possible for the importer to sell a prime, pure oil in the neighborhood of 23 cents per pound. The adulterant used is oil of camphor.

Clove Oil.—Owing to the low cost of the spice this oil has been regularly sold in the neighborhood of 60 cents per pound for a long period, and even at this nominal figure it was possible to deliver a pure oil. Due to the fact, however, that a leading chemical preparation is manufactured from eugenol, it has come to our notice that whenever clove oil is sold below market rates same possesses a low percentage of eugenol. This, of course, could not be called an adulteration, but it stands to reason that the oil was deprived of that body which gives to it intrinsic value, and being so deprived could be sold at a low price. Mention may also be made at this time of oil clove stem. which, until a material decline in the cost of clove spice, was also considered an important article of commerce. Clove stems, of course, could be procured at a materially lower price than clove buds.

Oil of Geranium.—There are several oils of this name to be found on the market, obtained from different species of plants and coming from different localities. Prices for these products range from \$5 to \$13 per lb. Rectified citronella oil is sometimes used as an adulterant for the somewhat lower grades.

Oil of Lavender.—The adulterant usually found is oil turpentine, rectified.

Oil of Lemon, Handpressed.—Adulterant: specially prepared oil of turpentine, rectified.

Oil of Pennyroyal.—Specimens have been found which contained traces of a residue obtained in the distillation of oil of peppermint.

Oil of Rose.—The adulterant employed is geraniol, and some of the finer grades of geranium oil.

Oil of Sassafras.—Adulterant: oil camphor, heavy, fractionated, possessing a specific gravity of 1.070.

Oil of Sandalwood.—Adulterants: oils gurjun, Florida cedarwood, sandalwood, West Indian.

Oil of Savin.—Mr. A. R. L. Dohme, in his paper "Adulteration of Oils," read before the Maryland Pharmaceutical Association, July, 1899, stated that the pure oil was practically unknown on our markets. Turpentine is the adulterant.

Oil of Wormwood.—Specimens have been found which contained traces of a residue obtained in the distillation of tansy oil.

Oil of Mullein.—The preparation we find on the market under this label is either an alcoholic extract, or an infusion of the mullein flowers in olive, or some other sweet oil. Should this article not be labeled properly?

There are different qualities of oil of cassia on the market, ranging from 55 to 85 per cent cinnamic aldehyde contents. The difference in price between the two qualities is about 25 cents per pound. The intermediate grades are 60-65 per cent, 65-70 per cent, 70-75 per cent, 75-80 per cent, and their value is based altogether on the cinnamic aldehyde contents. Seventy-five-eightieths per cent is regarded as the standard, yet 55-60

per cent is sold quite extensively as oil of cassia without any other designation, although it is generally known the lower grades usually contain a considerable quantity of petroleum.

Oil of Peach Kernels should be sold under its proper name, instead of labeling it "oil of sweet almonds" as at present. The practice is general. If a retailer orders oil of almonds give it to him. If he objects and wants the oil of peach kernels, which he has been accustomed to receive, all right, deliver it—but properly labeled.

Oil of Wine Light Commercial is quoted and furnished by some houses at about \$1 per pound. The United States Pharmacopæia prescribes for light oil of wine: Equal parts of heavy oil of wine and ether. The price of heavy oil of wine is \$6 per pound. What is the article furnished for light oil of wine at about \$1 per pound?

Oil of Cedar is an article we handle quite largely, but comparatively little pure oil reaches the retailer. We find it quoted in brokers' sheets at 17½c to 55c per pound. One broker wrote in his circular sheet, "Name the price you wish to pay and goods will be sent accordingly." The fact is, the pure oil of cedar leaf is difficult to buy at the present time under 50 cents per pound, and the jobber that buys oil of cedar at lower figures should know that he is buying a mixture.

Oil of Origanum is in even worse condition than oil of cedar, for with this article the manipulator can, and has gone, so far as to add asphaltum varnish in order to get body and color. Oil of origanum is quoted by brokers at 15 to 85 cents per pound. Jobbers' prices to retailers, according to a number of the price-lists issued, are—

Commercial30 to 35c per pound
Pure45 to 55c per pound

By reference to the quotations of a distiller in France, we find oil of origanum quoted at francs 15 per kilo, or say \$1.35 per pound at the factory, yet 85 to 90 cents on this side is

supposed to represent the cost of the pure oil to the jobber, and 45 to 55 cents per pound are the prices openly quoted by jobbers to the retailer. Now, the facts are, as near as the chairman is able to ascertain, but very little true oil of origanum is imported at all. Oil of red thyme is sold as pure oil of origanum at 85 to 90 cents per pound. The Chairman has not attempted to fathom—beyond the asphaltum—the goods sold at lower figures.

As a matter of further interest, we might cite a certain instance where an oil of sandalwood, German "so-called", was found to contain 60 per cent of oil of cedarwood, Florida, and 40 per cent of oil of sandalwood, West Indian. Still such an article found a place in the commerce of this country. If we look with favor on such products (on account of the price) we fear that the sophisticator will continue to merrily ply his trade for his own pecuniary benefit, at the same time causing irreparable damage to the unsuspecting and innocent consumer. Such a condition, in truth, would verify that old adage that ignorance oftentimes is biiss.

In one of the reports submitted to the Association by the Committee on Adulterations we note with reference to the subject of essential oils—"a number of the Committee suggest that it be touched lightly, as the more we ventilate the oil business the more frauds would be perpetrated." Gentlemen, reflect. Why is it we continually close our eyes to these conditions when they can be regulated by a determined effort? This Committee must side with the member who, at the last meeting, stated he "believed in stirring up waters and purifying them," and we are disposed to feel that the effect will be better, eventually, than if allowed to remain stagnant and undisturbed.

One member of this Association states that commercial travelers say, "It is of no use talking quality, as it creates a bad impression with some of the trade, who think they are endeavoring to get better prices for the same grade of goods-

as sold by competitors." In commenting on this, he stated, "It is poor policy to contradict this, as no one has much confidence in a man who says 'I am holier than my neighbor.' It occurs to the Chairman that this contention is not well-founded. When you have quality you can maintain a stiff backbone. Having confidence in your goods and in your own self, in the feeling that you are in the right, you can boldly proclaim it, and, eventually, it will have the effect of removing the bad impression referred to by the traveling man, and instead you will have the customer's confidence and respect. It may mean a little harder work for a short time, but "right is might," and will eventually prevail. Quality, as already stated, should stand forward pre-eminent with us—drugs and medicines can not be too good—quality can not be advocated too strongly, and the retail druggist should certainly know it.

A recent letter of inquiry for quotations on a quantity of different drugs had the following significant addenda, "It is quantity we want, not quality," and to add to the horror of it all, continued, "the goods are wanted for a hospital." The house that wrote that letter claims to do a jobbing drug business, but where is the check on this practice? Think of having a friend, relative, or member of your own family in that hospital to undergo an operation, or for other treatment, and the hospital staff depending for success on the effect of certain drugs or chemicals supplied by that house.

While the practice of re-branding window-glass by marking up "B" quality to "A" and boldly charging for the latter is common in some houses, and should be placed on a par with the offence commonly before the police court—petit larceny—the men who wilfully and knowingly supply a hospital with impure, adulterated or inert drugs, should be placed on a par with the criminal who is convicted of the charge of murder in the first degree, and be treated accordingly. There should be no punishment too hard for anyone guilty of such an offence against

humanity, and yet we go on day by day without doing anything towards making such offences criminal in the eyes of the law.

It is the hope of this Committee that the dealers who are insensible to the quality of drugs they handle are in the minority, yet it is for these that we should have a pure drug law, for what their conscience will not tell them is proper, just and humane, the law will teach and reach. There are two classes—one, the dealer who is indifferent to quality and does not want to know true conditions; the other, who knowingly and wilfully sells adulterated and inferior goods for pecuniary benefit. But, are they not both equally guilty?

At the last meeting a resolution was passed favoring the passage of the Brosius Pure Food and Drug Bill. Have we shown by our actions that we meant what we said? When that bill is passed, and it is, in fact, a law, the duties and reports of the Committee on Adulterations, will, without a doubt, be very much curtailed.

Although the Committee on Interstate and Foreign Commerce made a favorable report on the Brosius bill shortly before the close of the last session of Congress, there was, unfortunately, other matters which took precedence, and it was found impossible to have action taken on the bill at that session. In answer to an inquiry as to the prospect of its passage at the next session, Mr. Brosius wrote: "It is difficult to make much of a forecast in relation to the pure food and drug bill, but I shall try to have it considered early in the next session. I do not think of any suggestions to offer concerning this bill. I think it is in as good shape as we can get it, and if it will not pass in its present form I have little hope for it."

It is suggested, therefore, that the Committee on Legislation, who have the power to represent the N. W. D. A. in this matter, write to every member of this Association to urge upon their legislators the early passage of this bill, and get an expression from the members as to whether they have done so, or not.

past few years it has risen to 65-70000 bags, which large increase spice importers attribute, not to the natural growth of the country, but to the growth in number of pure food State laws. Thus we have the elimination of about 2,000,000 pounds of adulterant from one lone article of food—and with the few State pure food laws which are in operation. What will the statistics show when every State has its pure food law, and a National law in force to protect interstate traffic?

The members of the Pure Food and Drug Congress deserve the thanks of the entire people for their earnest and persevering work in advocating pure food and pure drugs. Their last meeting was in Washington, in March last, with over 250 registered delegates in attendance, with the object to ratify and advocate the Brosius Bill, and that they made many friends for it can not be gainsaid.

Your Committee finally recommends—

- I. That we deprecate the sale of misbranded and adulterated foods and drugs;
- II. That we constantly keep before us the importance of quality in the products we sell, on many of which life is often dependent;
- III. That we reiterate our endorsement of the Brosius Pure Food and Drug Bill;
- IV. That individually, and as an association, we use our utmost endeavors to influence our legislators to push the bill to early and final passage at the next session of Congress;
- V. That we label correctly and definitely all the goods we sell;
- VI. That we carefully consider the advisability of advocating the sale by assay—chemical or otherwise—of the drugs and medicinal products which contain alkaloids, resins, oils, oleo resins, and essential oils.

Respectfully submitted, JNO. F. QUEENY, Chairman.

It is also suggested that the Association as a body should work hard to have this bill passed—that the secretary be instructed to write to every Congressman and Senator and urge upon them the necessity of it, and the general good that will follow its passage. Not one communication alone—that is soon forgotten—but follow it with others. We suggest that the Association give Mr. Brosius its full support at the next session, put ourselves in touch with him, and when he is ready to call up the bill let us, as an association, and individually as well, be ready to assist by demanding of our legislators their vote favorable to it.

The Brosius Bill takes the United States Pharmacopæia as the standard for purity of drugs and medicines, and those that have been opposed to the bill because of the severe requirements exacted in some instances, in the present edition, should now give the bill their earnest support, as this cause for objection will be removed with the publication of the new Pharmacopæia.

To those who have not read the bill it is recommended that they procure a copy through their Congressman and become familiar with its provisions. It can easily be seen that it contains nothing obnoxious to anyone with honest intentions. It applies only to the shipment of goods from one State to the other, and does not interfere with State rights. It is expected, eventually, that every State will have its own pure food and drug law, which will deal with the manipulator of goods sold in their State, but when adulterated or misbranded goods are shipped from one State to another, then is when the Brosius Bill becomes operative.

There are now about ten States in which pure food and drug laws are in operation, and the statistics on black pepper very well illustrates the effect of these laws. Up to a few years ago the annual consumption of black pepper in the United States has been estimated at from 50-55000 bags, whereas in the

(President Frisbie in the chair.)

President Frisbie—This report will take the usual course and go to the Board of Control.

Mr. Benjamin—I move, sir, that we proceed to the election of members proposed at the session yesterday, and that the Secretary of the Association cast one vote for the list of names for active and associate membership, which the Committee on Membership presented at the session yesterday morning. (Carried.)

President Frisbie—In accordance with the motion just passed the Secretary is authorized to cast the unanimous vote of this Association for the gentlemen who were proposed for membership.

Secretary Merriam—I hereby cast the ballot of the Association for the names read by the Chairman of the Membership Committee.

President Frisbie—The gentlemen whose names have been balloted for by the Secretary are declared to be elected members of the Association. The next business will be the report of the Special Committee on Commercial Travelers, of which Mr. John B. Purcell, of Richmond, Va., is the Chairman. Mr. Purcell unfortunately is not with us, but the Assistant Secretary has the report.

Mr. Toms read the report:—

REPORT OF SPECIAL COMMITTEE ON COMMERCIAL TRAVELERS.

To the National Wholesale Druggists' Association:

Gentlemen:—When our worthy President offered me the chairmanship of a committee I felt that I had already received all the honor I was entitled to at the hands of this Association,

but I also felt that a committee styled "Special Committee on Commercial Travelers" had been raised at my suggestion at our meeting in Richmond, and I told him that in my opinion the scope of this Committee had not been understood by the Association, and that I would be glad to accept the chairmanship of that Committee, in order that I might demonstrate whether or not the idea was a practical one. I was specially anxious to try it, as my predecessor as chairman had confessed in his report at Niagara Falls that he utterly failed to comprehend its object, and stated that he was unable to find any suggestion as to its purposes except a reference thereto in the resolution which gave it birth; I felt especially grieved that my worthy friend did not remember the recommendation made in my annual address at the Richmond meeting, and to which I would now respectfully refer him and my successor. They will find the purposes and objects of this Committee set forth at length on pages 41 and 42 of the proceedings of the meeting in Richmond in 1897. The object of this Committee was in no way intended to place the honorable gentlemen composing it in the questionable position of being spies for the benefit of the Association, as some have understood it, but for the high and laudable purpose of reporting anything which may occur to dissatisfy any of our members, and by having the same rectified, make those members more loyal and better satisfied with the work of the body. To advise their chairman of all objects of interest to the Association and its members that may come to their knowledge, that the same may be referred to the proper committees by the President for action; to report where we may likely obtain new members, and to strengthen the waning interest of old members.

With this digression, which I trust you will pardon, especially the personal references which I have taken the liberty to inject into my report. Your Committee respectfully reports that by correspondence and personal appeals, we hope that we have added to the membership of the Association. By reporting to the President what information we have gathered from time to time, that it has enabled him to strengthen the Association. The details of the work of the Committee are such as to render it impossible to report them specifically to you, but your Committee feels that much good can be accomplished by this Committee if its work is fully explained and understood by the members.

I take pleasure in returning my thanks to those members who have aided in its work, and without whose reports would have rendered the work of the Committee futile.

Respectfully submitted,

JNO. B. PURCELL, Chairman.

President Frisbie—The usual course will be adopted and this report will be referred to the Board of Control. We will now call for the report of the Committee on Passenger Rates and Routes. I have just been informed that there is no report from this committee. We will take up the report of the Committee on Paints, Oils and Glass, of which Mr. Thos. F. Van Natta, of St. Joseph, is Chairman.

Mr. Toms read the report:—

REPORT OF COMMITTEE ON PAINTS, OILS AND GLASS.

The National Wholesale Druggists Association:

Mr. President and Gentlemen:—The business management of the articles embraced in this report have undergone no changes that are discernible to the eye of an outsider. The corporate interests seem to be in hands of capable managers, who doubtless provide satisfactory dividends on the stock. Any special provision for profit to the jobber, in the handling

of these commodities, has as yet been overlooked, and if he receives any of consequence it is largely the result of superior foresight in successful speculation. If the manufacturers arrange a schedule of prices in which by a purchase of certain lots the jobber is allowed a small profit or rebate, in too many instances it is given away in order to induce trade on other lines where agreements are more binding. It is evident then that the manufacturer is not entirely to blame that this line does not show more profit, but that the fault lies largely with the jobbers themselves in not accepting and appropriating the small margin of profits provided for them.

WHITE LEAD.

The conditions governing the sale of white lead as fixed by the manufacturers have not been changed from those of the preceding year. The price list issued fixes the price for 500-pound lots, with half-cent per pound added for less quantity, and gives to the buyer of twelve tons one-fourth cent rebate. Few if any jobbers receive any advance on less than 500 pound lots, and in many instances sell at actual cost or one-eighth cent over cost in greater quantities.

The business for 1900 has not been as large in volume as 1899. The manufacturer attributing the decrease to the fact that the high price of all building materials for the first half of the current year has caused quite a curtailment of building operations, and consequently a lessened use of lead and paint. On December 11, 1899, the manufacturers advanced the price one-fourth cent, which was followed on January 21, 1900, with another advance of one-fourth cent, both being necessitated by the advance in pig lead. On June 21, 1900, price was reduced one-half cent to correspond with reduction in price of pig lead, but within a week metallic lead was advanced one-half cent per pound, since which it has declined one-fourth cent, and while manufacturers have made no change in price, waiting for pig lead to reach some stable basis, it would seem that if the present

price of the latter article continues an advance of one-fourth cent may be looked for. The American Smelting and Refining Company practically control the smelting of pig lead. They are met with an association of mine owners who control their end of it, and will most probably lessen productions so as to prevent an over supply, and consequently low prices.

MIXED PAINTS.

At the time of your last meeting paint manufacturers had been enjoying an increasing volume of business, and in a general way were very well satisfied with the results. Crude materials were steadily advancing in cost to them, but it was not generally expected that the abnormal advances would take place that actually have. So the manufacturers entered this season with little or no advance on their products, and as a result the year's business as a whole from the manufacturers' standpoint, while satisfactory in volume, has not been so in profits. As an illustration, it may be well to enumerate what the advances have been on a few of the principal items—lead, 25 per cent; zinc, 21 per cent; tin cans, 80 per cent; packing boxes, 35 per cent, and all other materials in proportion, making an average increase of fully 40 per cent. Linseed oil and turpentine have ruled so extremely high that if nothing else had advanced there would have been justification enough to warrant much higher prices than have prevailed. What the future will develop for the coming year along these lines is, of course, in a measure uncertain, but there is every reason to believe that crude materials will rule high for some time to come, and that very much higher prices will prevail for paints of all descriptions throughout the year 1901, as it must be apparent to any one that any manufacturer who attempts to maintain panic prices in the face of existing conditions will necessarily continue to do business at a loss. something improbable, or cut the quality of their products to fit the conditions, and as a consequence suffer in reputation, as the consuming trade are becoming more critical every year.

It is evident therefore that a higher standard of prices will have to be established in keeping with the advance cost of crude materials which need not be detrimental to the jobber's interest if his former percentage of profit is duly affixed.

LINSEED OIL.

The course of the oil market during the past twelve months was not anticipated by the most knowing ones, and the extremely few who were able to place contracts early last fall have much to be thankful for, and have been wearing a complacent smile that has increased with each succeeding advance in price. The course of the market has been uniformly upward with no declines until August 24th, when price declined two cents per gallon. It has been a consumers' market, each purchase showing a gain in values before oil was marketed or consumed, while nothing but well justified conservatism prevented abnormal profits in purchasing for actual requirements. For the first time in the history of the oil business the flaxseed market has been successfully manipulated and controlled by a single interest. It is to this fact that we have owed our safety in making purchases of oil.

The crop of flaxseed for 1899 opened in the Chicago market below the dollar mark, and advanced almost steadily until it reached the phenomenal price of \$1.80 per bushel, at which price it was sustained for several months. The crop of 1899 was variously estimated at from eighteen to twenty million bushels. The exports, 2,733,000 bushels; imports, 67.400 bushels, 58,000 bushels of which was American seed bought back. Practically making our imports of flaxseed less than 10,000 bushels.

The crop of growing flaxseed for 1900 is generally estimated at fifty per cent in excess of 1899, and it is thought the condition of the crop could suffer a loss of fifty per cent, and we would have sufficient flaxseed for our requirements with an exportable surplus.

In July, 1899, linseed oil was sold in round lots at a shade under 32 cents per gallon on raw basis, after which time it advanced by rapid steps till it had reached the highest price of the year, and to-day, August, 1900, round lots of linseed oil cannot be bought in the West at less than 65 cents raw basis.

That the linseed oil business has been placed on a firmer basis there can be no question. That the extremely low prices of recent years will ever again be reached is exceedingly doubtful. There are vague but well defined rumors that arrangements have been completed by which not only the surplus seed, but also the surplus oil may be disposed of in a manner which would sustain the home market at profitable figures for the manufacturer, as a consequence, buyers will continue to purchase cautiously, and the "hand-to-mouth" policy may prevail indefinitely, or at least until such a time as a lower price of oil might again induce speculation by buying of quantities sufficient for season demands.

WINDOW GLASS.

The history of the window glass business for the past year ending August I, 1900, is unlike any previous year in this respect, that during the greater part of the last half of the year the supply and demand have in no way regulated the price at which glass was sold by the manufacturers. When the combine made the 33½ per cent cut on December 15, 1899, market conditions were favorable for high prices to have ruled during the winter months, and it would have been entirely possible to have maintained close to the price prevailing before the 33 1-3 per cent reduction. The year has been full of disappointments to the manufacturers, leaving them little or no profit, while the jobber has been kept constantly guessing what would come next in way of prices, and when and how much of his orders would be filled.

The prices adopted by the combine for Western territory from time to time were as follows:

On July 27, 1899, 85 per cent discount on D. S. & S., freight equalized with Muncie, Ind. No change was made in this price until October 14, 1899, when the price was changed to 85.5 per cent D. S. & S. S., while jobbers' prices car lots ruled firm at 85 per cent D. S. & S. S. f. o. b. Chicago.

Early in December about all independent manufacturers resumed operations, and it was at that time the cut of 33 1-3 per cent was made, and on December 15th the combine issued the following prices: 85-25 per cent on the first bracket S. S., 90 per cent discount balance of S. S., and 90-10 per cent discount on D. S. This action of the combine is believed to have been an effort to discipline the independents. The opinion was expressed that at time the cut was made their stock of glass was small, and by cutting prices they would lose nothing, but would force the independents to sell at an unprofitable figure and thus injure them to that extent. Large contracts were made for glass in every direction, and certain large jobbers formed what is known as the jobbers association, and bought all the glass the American Window Glass Company could produce. On January 25, 1900, the combine adopted the following prices: 85-25 per cent first bracket S. S., 89 per cent 2 and 3 bracket S. S., 90-5 per cent balance S. S.

Eighty-nine per cent first bracket D. S., 90 per cent 60 in. Br. D. S., 90-10-5 per cent 70 to 100 in. Br. D. S., 90-20 per cent over 100 in. Br. D. S. The cause of this cut on part of combine was supposed at time to make the business unprofitable for the outside factories, and if possible to exclude imported glass from some of the Eastern markets, and supplant it with their own.

On May 14, 1900, the combine advanced price on single strength as follows: 85-10 per cent first bracket S. S., 85-15 per cent 2 and 3 brackets S. S., 90-5 per cent balance S. S. Price on D. S. remained unchanged from price made January 25. The advance on first bracket S. S. was caused from short

supply of these sizes, and the unprofitable manner in which they were being manufactured and sold. On August 15 a new window glass price list was adopted by the manufacturers and jobbers at their meeting in Niagara Falls, presumably to take effect in September. The adoption of a new list invariably means that higher prices will prevail. Trade has been dull during the spring and summer months, caused by an anxiety on part of the manufacturers early in the season to force the market by unloading numerous quantities of glass, at low prices, and the lack of demand caused by a quietness in building operations all over the country. As it will cost more to make glass next blast than one just closed, it is not thought that prices will rule any lower at any time than at present, unless it may be a slight reduction on the first brackets S. S. The combine the past year has been on the war path and has done but little good for itself or anybody else. What it would do if it succeeded in crushing out the importers, and independent manufacturers, is entirely problematical and speculative. It is generally concluded, however, it would be a bad thing for the employe and the good people as well, as such combinations spend but little time in considering benefits except those pertaining to their own stockholders. Respectfully submitted.

T. F. Van Natta, Chairman.

President Frisbie—This report will also take the usual course and be referred to the Board of Control. The next report is that of the Committee on Drug Market, Mr. Thomas M. Curtius, of New York, Chairman.

Mr. Toms read the report:—

REPORT OF COMMITTEE ON DRUG MARKET.

Business men are not overmuch given to looking backward; your Committee therefore desires to call attention to only those points which it deems worthy of consideration.

The general conditions of prosperity prevailing a year ago have been fairly well maintained, although speculation has been at a lower ebb during the past few months, which is due partly to the prominence of political campaign and partly to the fact that those who had previously bought for an advance were desirous to sell out at a profit. This for a while brought the market very nearly to a standstill.

Following the example of the Committee on Drug Market of a year ago, of which Mr. Wm. S. Mesereau was Chairman, your Committee has found it advisable to submit a tabulated statement of prices ruling from September 1, 1899, to September 1, 1900, as follows:

900. .24 .12 .46 .11 .11 ¹ / ₂	. 40 . 32 . 42 . 42 . 40 . 40	.007 .008% .45 .45	.15 .261/2 .045/8 .071/2 .45		12.52 15.52 15.53	
Ę.	(D)	0 ½ 0 0	©	(6)	888	@ @ %2@
Sept.	2.40		. 35	.04	.07 .20 .10	.05
1900. .19 .46 .11 .12	24.04. 25.25.4. 26.04. 27.04.	.08 .08 .09 .45 .11	.15 .26 ¹ / ₂ .04 ⁵ / ₈ .08 ¹ / ₄ .38 .2.15	2027	121212	
÷	© 3	.0814@	66	@6	90000	@@ @
June 1	2.36		.35		20.07	.09 .051,
1900. 21. 11. 10/2 11/2 38	4.6.8.4.8.9.4.8.9.4.8.9.4.8.9.4.8.9.4.8.9.4.8.9.9.4.8.9.9.9.9	.08% .09% .45 .11	.15 .26 ³ / ₂ .04 ⁵ / ₈ .08 ¹ / ₄ .38 .115	1.50 2.20 .05 ¹ / ₂	121222	.08 .08 .03 .70 .70 .20
t 1,	© ************************************	34/60 (0)	68	2%	9696	@ @ %; @ @ %;
March	2.38	.08	.35		18.07	
399. - 22 - 10 - 47 - 11 - 20	2.08. 2.09. 0.09. 0.09.	20.08.4. 20.04.21.	.15 .26% .04% .0814 .38		13.55 13.55	10 10 10 10 70 70 70 20
. 1, 18	.35 @ .31½@ 2.38 @ ;	@ @@	99 6	9 9 9	あののか	
Dec. 10%			.85 .85 .82		. 18 . 19 . 10	.03 .03 .03 .15
99. 24 .09% .50 .11% .11% .11%	.380% .322% .46 .45 .45	.0874 .0874 .45 .13	. 267/2 . 057/2 . 388. 1 . 95		25.1.25.1.25.1.25.1.25.1.25.1.25.1.25.1	08: 08: 08: 08: 08:
	9996	0000	99999	900000	99999	9090909
Sept. 1 .22 .094 .48 .11 .114	2.32 2.44 40	.08 .08 .42 .11		. 1.85 	202.01.001.00	
- 50		<u> </u>	<u> </u>	 :	:::::::::::::::::::::::::::::::::::::::	<u> </u>
					aibo	
r 02.		2			f Iarac	
sh, pe un, pe ls	ered	ump. nuda nt	hite.	la saya	Red, E. I Cuprea Loxa Yellow, Mai	us tura.
Benzoic, English, per Benzoic, German, per Boracic, crystals Boracic, powdercd Carbolic, bulk	Citric Salicylic Tartaric, powdered 1, Grain 1, Wood, 95 per cent	Carbonate Muriate, lump True Bermuda St. Vincent	ne, Knorr's	m, Peru. m, Tolu. tum. Cascara Sagrada. Cinchona, Calisaya E.	Cinchona, Red, E. I Cinchona, Cuprea Cinchona, Loxa Cinchona, Yellow, May	Indic
oic, F oic, C cic, C cic, D	ylic uric,] rain ood,	Adua Carb Muri True St.	Knc Swder Swder Swder Daiba	sru olu ara S hona,	Cinchona, Cinchona, Cinchona, Cinchona,	afras. beb ulus niper ka, A
Acetanilid	Citri Salic Tarti ol, G	Ammonia, (Ammonia, IArrowroot, Arrowroot, Ar	yrine yrine iic, Pe iic, Pe m Co m Fii	Balsam, Peru. Balsam, Tolu. Bay Rum. Bark, Cascara Sagrada	Cine Cine Cine Cine	Bark, Sassafras Berries Cubeb. Berries Juniper. Beans, Tonka, Angostura
Acid, Acid, Acid, Acid, Acid,	Acid, Citric. Acid, Salicylic. Acid, Tartaric, powdered Alcohol, Grain Alcohol, Wood, 95 per cent.	Ammonia, Aqua, 50 uegress. Ammonia, Muriate, lump Arrowroot, True Bermuda Arrywroot, St. Vincent	Antipyrine. Antipyrine, Knorr's Arsenic, Powdered, white Balsam Copaiba, Cent. Am. Balsam Fir, Canada Balsam Fir, Oregon	Balsam, Peru. Balsam, Tolu. Bay Rum. Bark, Cascara Sagrada. Bark, Cinchona, Calisaya E.	Bark, Bark, Bark, Bark, Bark,	Bark, Sassafras. Berries Cubeb. Berries Juniper. Beans, Tonka, Angostura

Sept. 1, 1900. -0.9 @ .14 4.50 @ 8.00 -0.09 -0.09 -1.45 -1.75	24.00 4.00 4.00 24.00 4.00	.40 @ .50 .22½@ .23 .23 .50 .1.20	6.00 6.00 6.00 7.23 7.75	. 16 (f) . 25 . 10 (g) . 25 . 15 . 15 . 15 . 15 . 15	.45 (9.55) .16 (9.22) .6012
June 1, 1900. .09 @ .14 4.50 @ 8.00 2.50 .09 .14 .14 .14	1.40 07% 05.22 05.44 0.00 4.00 28.44	.40 @ .50 .2272@ .23 .42 1.20	6.00 6.00 7.23 7.23 7.23 7.23	.40 .70 .08% .18 @ .25 .14%	. 45 (7 .553 . 03% . 16 (7 .22 . 553%
March 1, 1900. 10.00 @13.50 4.50 @ 8.00 1.55 .09 @ .15 .45 .45	23.057. 23.00. 4.00. 4.00. 24.00. 24.40. 24.40. 24.40.	.40 @ .50 .22%@ .23 .48 1.20	6.00 6.00 6.00 6.00	.65 .95 .09% .18 (0 .25 .14%	.45 @ .55 .04½ .16 @ .22 .54
Dec. 1, 1899. 10.00 @13.50 4.50 @ 8.00 1.75 .09 @ .10 .15 .39 @ .40 .42 @ .43	21.00 @22.00 3.75 3.75 3.4	.40 (0 .50 .22½(0 .23 .45 1.20	4.50 4.50 1.7 1.22.50 1.22.72	.55 .85 .09% .16 @ .25 .14½	.45 @ .55 .04½ .16 @ .22 .51
Sept. 1, 1899. 11.00 @15.00 4.50 @ 9.00 1.75 @ 2.00 .09 @ .10 .37 @ .38 .40 @ .41	7474 	900 000	4.25 @ 4.45 4.50 @ 4.65 .35 @ 1.38 .17 @ .35 .6.00 @ 9.00 .23,2@ 9.00 .17 @ .24	. 42 @ . 45 .08 @ .08½ .20 @ .25 .13½@ .14	
Beans, Vanilla, Mexican Beans, Vanilla, Bourbon Beans, Vanilla, Tahiti Beans, Calabar Beans, St. Ignatius. Butter Cacao, bulk Butter Cacao, Cakes. Bismuth, Subnitrate	Bismuth, Subgallate Borax Blue Vitriol Brimstone, crude, 2nds Calonel	Chloral Hydrate, crusts Cinchonidia Sulphate	Cocaine, Muriate, bulk. Codeine, pure in bulk. Colocynth Apples, Trieste. Colocynth Apples, Spanish. Copperas. Coumarin. Cream Tartar, Powdered. Cuttlefish Bone, Trieste.	Ergot, German. Ergot, Spanish. Flowers, Arnica. Flowers, Chamomile, German. Glycerine, C. P., barrels.	Gum Arabic, 1st picked. Gum Aloes, Curacoa. Gum Assafœtida. Gum Camphor, barrels.

82286. 82586.	253 253 253 253 253 253	22 15 00 041 <u>4</u>	26 57 55 90	021/2 440 55	10 10 14 15 16 16 17	65 00	62 90 35 35 35	33800 90 318 318
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Sept. 1	.60 .15 .19			.20	20			1.75 1.15 87 ¹ / ₂ 0 4.50 35 6.35
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_	.58 .16 .25		.48	.20				1.35 1.35 1.35 1.87 1.80 4.50 1.36 1.36
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Sept. 1, 189935 @ .37 1.50 @ 1.75 21 @ .25 3.17\26 3.25		. 22 @ . 25 . 22 @ . 25 . 08 @ . 16 . 90 @ 1.00 . 02½@ . 02½	00000	31 9000	2.00 @ 2.15 .06½@ .07 1.00 @ 1.10 .10½@ .11	20.00 @ 22.00	.30 @ .33 .70 @ .75 .80 @ 1.00 1.05 @ 1.15 1.20 @ 1.65	1.65 @ 1.95 .95 @ 1.00 4.90 @ 5.75 .27 @ 5.75 .32 @ .34
Gum Gamboge Pipe. Gum Kino. Gun Myrrh Gun Opium.		Leaves, Coca Truxillo Leaves, Senna Tinnevelly Leaves, Rose, Red Leaves, Sage.	Licorice Calabria. Lycopodium. Manna, small flake. Menthol.	Naphthaline Balls. Oil Almonds, Sweet. Oil Anise.		Oil Cod Liver, Norwegian. Oil Cod Liver, Newfoundland.		Oil Orange, Sweet

Sept. 1, 1900. 1.70 @ 3.75 1.85 @ .95 1.40 @ 1.50 45 @ .50 5.00 @ 5.50 1.10 @ 1.20	.18½@ .10 @	4.00 @ 6.00 .08 .11 3.00	.35 (0.17) .08.35 (3.28) .08.99.09	.65 @ 1.90 .65 @ 1.90 .65 .00 .19 .00 .00 .00 .00 .00 .00	
June 1, 1900. 1.70 @ 3.75 .85 @ .95 1.40 @ 1.50 5.00 @ 5.50 1.10 @ 1.20	.19 @ .1974 .19 @ .1972 .687 .687 .18 .13	4.00 @ 6.00 .08 .12 3.05	.20 @ .60 .071 .32 .33 .08 .09	.65 @ 1.00 .65 @ 1.00 .023/2 .030. .030. .030.	.31
March 1, 1900. 1.70 @ 3.75 .90 @ 1.00 1.60 @ 1.65 .55 @ .60 5.50 @ 6.00 1.10 @ 1.25 1.10 @ 1.25	. 19 (0. 1942) . 68	4.00 @ 6.00 1.08 2.95.	.20 @ .60 .0772 .84 .83 .83 .09 .69 .69 .69	. 65 . 65 . 65 . 60 . 60 . 60 . 60 . 60 . 60 . 60 . 60	
Dec. 1, 1899. 1.70 @ 3.50 .90 @ 1.00 2.25 @ 2.50 6.550 @ 6.50 1.35 @ 1.50 1.35 @ 1.50	.19 @ .19½ .68 .68 .30 .30 .13 @ .14	4.00 @ 6.00 .08 .13 .13	.20 @ 	.65 @ 1.00 .03% .05. @ 1.00 .03% .03 .03 .03	.30
Sept. 1, 1839. 2,00 @ 5.00 .90 @ 1.00 1.35 @ 1.40 .50 @ .55 4.25 @ 4.50 2.00 @ 2.05 .12 @ .14	00000	99999	.20 60 .07 60 .0772 .36 60 .37 .27 60 .30 .127260 .13 .097260 .10		27% (0.03)
Oil Sandalwood Oil Spearmint Oil Wintergreen, Natural Oil Wintergreen, Artificial Oil Wormwood Oil Wormwood Paris Green, bulk.	Potash Chlorate, crystals. Potash Prussiate, yellow. Quicksilver. Quinne, Sulphate, bulk. Root Aconite. Root Ginger, Jamaica unb.	Root Golden Seal Root Ginseng Root Hellebore, Powdered, white Root Jalap Root Ipecac Root Orris, Florentine	Root Rhubarb Root Sarsaparilla, Mexican Root Senega Root Serpentaria. Root Valerian, Belgian Saffron, American Salicine.	Santonine. Seed, Anise, Italian. Seed, Canary, Smyrna. Seed, Coriander. Seed, Cardamom. Seed, Cardamom. Seed, Flax, whole, clcancd, barrel. Seed, Hemp, Russian. Seed, Alustard, California, yellow.	Spermaceti, block

Sept. 1, 1900. .10 (0) .12 .01% (0) .02 .07%	1.00 @ 1
June 1, 1900. .10 @ .12 .01%@ .02 .07% .06%	1.00 @
March 1, 1900. 10 @ .12 .01%@ .02 .07% .06%	1.00 @ 1
Dec. 1, 1899. 10 @ .12 .01%@ .02 .07% .06%	1.40 @ 1.60
Sept. 1, 1899.	1.50 @ 1.65
Sugar of Milk, Powdered. Sulphur, roll. Sugar of Lead, white crystals. Japan Wax. Paraffine Wax, 125 degrees.	vanillin

Acetanelid experienced a gradual decline, caused by competition, from 24c to 19c lb., but it was openly stated by the makers that they would rather sell one than five barrels, indicating that the article was not on a profit-paying basis. This was suggestive of an ultimate combination, which would include the new manufacturers. An advance to 24c was announced on June 7.

Acid Citric rose from 35c to 41½c in February and receded to 38½c in April, at which figure the article was held until about June 1, when an advance of 2c per lb. to 40@40½c was announced.

The domestic manufacturers have to hold their price low enough to keep out the English and Sicilian product, and while the duty of 6c per lb. gives them a good margin to fight with, they naturally endeavor to keep their price as close to the laid down cost of the foreign as possible.

Acid Carbolic:—The fluctuations have been violent on account of the war in South Africa, at the beginning of which the British Government prohibited the exportations to prevent the article—which is used in the manufacture of lyddite shells—from getting into the hands of their enemy. Within a few weeks or rather days the price rose from 16c to 38c in drums, but nowadays wars do not last very long, especially when the belligerents are very unevenly matched, and so it happened that the embargo was soon raised and the market dropped back to normal conditions, and is now in the neighborhood of 24c per lb., the only reason why it has not receded to the old figure is that the Acid itself has advanced in Europe, owing to the heavy demand for explosives and higher cost of production.

Acid Picric also had a phenomenal rise for the same reason. The price of 30c is likely to be sustained, as the article is scarce and steamers from Europe refuse to carry the stuff at present.

Acid Salicylic:—The advance from 35c to 60c was due to the advance of Carbolic Acid. To-day the market ranges from 40c to 45c, as to brand and holder.

Alcohol Grain:—The fluctuations have had a comparative wide range. It could be observed that the cause of a change in the price was not due to a corresponding change in the grain market, for it has frequently occurred that Alcohol would decline on a rising grain market, which fact gives rise to the belief that competition has been the principal cause.

Wood Alcohol, after an advance by all makers from 75c to 90c, which price was officially maintained for about six months, was again reduced to 75c in April, some makers having violated the agreement by increasing their agents' commissions. New refiners have also been disturbing factors.

Aloin:—In spite of the advance of Gum, Aloes met with no improvement, on account of over-production.

Balsam Peru declined from \$2.00 to \$1.25. The other Balsams remained practically unchanged.

Cascara Sagrada has been neglected and is now extremely low at say 3¹/₄c on the coast.

Bark Sassafras has become very scarce and advanced to 10@11c for bright clean Bark, but owing to lack of demand lately eased off to 8c.

Blue Vitriol has fully maintained its high and firm position of a year ago.

Boracic Acid has experienced a slight advance and is well controlled.

Caffeine:—Pure Alk. advanced from \$3.75 to \$4.00 and has an upward tendency on account of higher cost of Tea Leaves.

Camphor has been one of the most interesting articles of the year, advancing step by step from 40c to 60c for the Refined. We are indebted to the American Camphor Refining Co. for the following: The Japanese Government had firm control of the situation, regulating the output of the Crude Gum until the beginning of this year, when the monopoly was sold to Messrs. Samuels & Co. of London and Yokohoma, who have held the price of crude very firm. The Island of

Formosa is the principal source of supply, the only other part of the world which produces crude Camphor is Japan, and in Japan the production is growing less, some say it will not be more than enough to supply the consumption of Japan, in which event the world will have to look to Formosa Camphor for all its supply. The following range of prices for Refined Camphor ruled throughout the year, in barrels:

October 4, 1899 44	cents
October 26, 1899 45	cents
October 30, 1899 47	cents
November 1, 1899 48	cents
November 8, 1899 49	cents
November 13, 1899 51	cents
January 29, 1900 52	cents
February 5, 1900 53	cents
February 14, 1900 54	cents
March 28, 1900 55½	cents
April 7, 1900 56½	cents
April 23, 1900	cents
May 17, 1900 59½	cents
August 24, 1900 60	cents

Cocoa Butter has been in good demand, the offerings at the Amsterdam and London auctions found ready buyers at advancing prices, which ranged from 37c to 45c for bulk.

Chalk Engl. Precip.:—While in former years the light only found a ready sale, there is now almost as good demand for the heavy, especially from manufacturers.

Chloride Lime:—The higher cost of transportation was the main cause of an advance from 15%c to 2½c in casks; the market, however, has receded again to 1¾c for high test Engl. and 1½c for domestic 33-35 degrees.

Cocaine advanced from \$4.50 to \$6.00 per ounce on account of scarcity of the crude material. Later the price dropped back to \$4.25, where it was a year ago, but subsequently recovered to \$5.25.

Cream Tartar advanced IC per lb. in April and is in a strong position in sympathy with the higher price of Argols.

B. W. Creosote advanced from 65c to \$1.00 per 1b.

Cubebs, the crop being a failure, advanced about 100 per cent.

Cutch and Gambier have been in good demand at higher prices.

Cuttle Fish Bone:—The poor catch has forced the price to 25c for prime Trieste.

Ergot rose steadily until February and sold as high as 62c for German and \$1.00 for true Spanish. Last year's crop was very small and speculation helped the price along. The market began to decline in March until it reached 38c for Russian in June, but on the 15th of June a sudden change for the better sent the price up to 50c. At present the market is weaker.

Chamomiles, Roman, advanced fully 7c per lb. Arnica flowers about 2c per lb., the crops having been small. German Chamomiles were in good supply, especially the Hungarian variety, and the market declines steadily and remains weak. The crop of 1900 is abundant. The quality, however (and this may be said of all European narcotics), is below the average, the excessive heat having caused great damage.

Formaldehyde is an unprofitable article for the importers. Glycerine advanced about 1½c per lb. during the year and is very strong, in sympathy with the crude. A heavy demand for Dynamite is likely to set in when workings at the South African mines is renewed.

Guarana is losing in importance; other articles containing similar medicinal properties are taking its place. The recent decision to place the article on the free list has cheapened the price, but a sudden export demand has set in and 52½ is now bottom.

Gum Arabic has been without fluctuation worth men-

tioning, while the price of Tragacanths improved nearly 10 per cent.

Chicle rose from 29c to 34c, owing to reduced supply. The market is not quite as firm now.

Kino declined from \$1.50 to 40c per lb. and the market is overstocked.

Harlem Oil fluctuated only on account of rivalry among the importers.

Honey fluctuated very little. California liquid and fine partly set was scarce all year and firmly held, while there has been a fair supply of candied.

Iodine and its preparations were slightly advanced on January 26 and reduced to old level on July 23. This decline lasted only long enough to enable manufacturers to agree upon a uniform scale of prices. At this writing the market is firm.

Bismuth preparations advanced with the higher cost of the metal. Leaves Belladonna, Henbane, Digitalis were advanced sharply, owing to poor crops, but prices have receded to their former level.

Buchu:—Scarcity and the South African war forced prices up to 28c for choice green. They can now be had for 18c.

Cocoa Leaves have been in better supply and prices weakened to 19c for Truxillo and 28c for Huanaco, but advanced again within the last few days to 21@32c respectively.

Lycopodium:—A poor crop forced the price up from 30c to 56c. The market remains strong.

Magnesia:—Keen competition materially reduced the prices of all grades and styles.

Menthol fluctuated from \$2.50 to \$3.00 back to \$2.30 and up again to \$2.65. The supply is small and the consumption increasing.

Morphia:—New manufacturers have been after some of the laurels of the older houses, resulting in serious reductions in manufacturers prices. There is no profit in the present prices,

and as the fight cannot last forever it looks like a good investment.

Napthaline Balls, during the month of April and May, advanced from 2½c to 3½c, but after the heavy demand was over receded to 2½c, which may be considered a low price.

Nutgalls Aleppo advanced from 15c to 26c, and the tendency is still upward.

Nux Vomica is cheap and appears to be ripe for an advance. The supply has been reduced by about one-half since a year ago.

Oil Anise:—The trouble in China put new life into this formerly very speculative article, and the price advanced from \$1.40 to \$1.70.

Oil Cassia, which has been selling as low as 65c for 75 per cent cinnamic aldehyde, advanced to 95c@\$1.00 for the same reasons.

Oil Lemon, Orange and Bergamot have been in a stronger position and the recent advances are well maintained.

Oil Camphor:—The consumption is increasing.

Oil Cedar, owing to the extremely low price of the past few years was not gathered, resulting in stocks becoming about exhausted and extreme prices have recently ruled.

Oil Castor has had an upward tendency for the past twelve months, and a strong undertone still characterizes the market in sympathy with the upward tendency of the bean market.

Cod Liver Oil:—There were two distinct flurries, one in December, 1899, and one in February and March. The final returns regarding the catch in the Lofoden districts are as follows, as compared with the thirteen previous seasons:

Number of Co-	d Steam	Refined Oil
Fish caught.	produced	(hectolitres).

		T-outstand (motton)
1900	8,400,000	10,769
1899	15,000,000	18,450
1898	15,000,000	11,250
1897	25,300,000	18,260
1896	18,000,000	8,850
1895	38,600,000	12,300
1894	28,200,000	12,300
1893	27,000,000	18,600
1892	16,200,000	8,100
1891	21,000,000	18,200
1890	30,000,000	16,700
1889	17,000,000	12,900
1888	26,000,000	16,100
1887	29,700,000	9,500

Thus it will be seen that this season's catch is much below the average of past years. The production of oil was over 40 per cent smaller than was the case last year, and about 25 per cent smaller than the average for the previous 13 years. When it became evident that the production this year would be below the average the market strengthened and prices were forced up, and liberal buying took place at a time when the season for the consumption of the article was on the wane. The Finmarken catch has been more satisfactory than the Lofoden. The production has been about 5,000 hectolitres, against

2,600	in										 									. I	8	99	Ò
3,900	in																			Ι	8	98	3
3,400	in											 . ,								Ι	8	97	7
9,500	in																			Ι	8	96	5
2,500	in																			Ι	8	9	5
4,400	in												 							Ι	8	94	1

These figures are as near correct as possible. The average of both the Lofoden and Finmarken catch has been far below

the average of former years, and inasmuch as the stocks carried over were small, prices should show a substantial increase as the consuming season advances.

Oil Rose:—Several successive favorable crops have been the means of a reduction in the price.

Oil Sandalwood:—Pure E. I. in light supply advanced to \$3.75 per lb.

Oil Wintergreen, true:—The extremely low prices to which this article fell during the last few years has resulted in the country distiller entirely neglecting this article, the consequence was that stocks became exhausted and the price rose to \$2.50 during December and January. This has stimulated the production and prices are now about normal around \$1.35.

Oil Wormwood:—The same conditions as for Wintergreen prevailed and price advanced to \$6.00 per lb.

Opium:—The Opium market during the past year—September 1, 1899-September 1, 1900,—has not been marked with any great extremes in values. The stocks at the opening of the Opium season in July being sufficient to cover the regular consumptive demand until the earlier shipment of the new Opium reached the market. The price started quietly at 7-9 (say \$2.93 duty paid) in September and then oscillated between this figure and 8-2 (\$3.05) through October and November, when reports of a drought and the efforts of a Smyrna syndicate advanced the price to 9 (\$3.25) in February. Later on more favorable conditions of the crop caused price to recede to 8-2 in March. In May and June stocks becoming somewhat reduced, prices were forced up a trifle. In July, notwithstanding supplies from the new crop were coming to market freely, an unexpected heavy demand from China for old crop Opium occurred. This situation was taken advantage of by the syndicate, who held a large line of old crop, and in consequence the price rose rapidly to 9-9 (\$3.43) in the latter part of July.

Heavy arrivals later, however, together with the lessened

demand from China, caused a reaction, so that at the time of this writing—September 1—the price declined to 8-9 (\$3.18).

It is not expected that values will fall much below 8-9, if at all, even with an outturn of 8,000 baskets, the latest estimate of the new crop, because the consuming markets everywhere are bare of supplies, and this legitimate demand is most likely to maintain values for some months to come.

The consumption of Opium in the United States yearly is very uniform—the average consumption over many years being about 530,000 lbs. The recent yearly consumption is but a fraction over that of a decade ago.

For the fiscal year ending June 30, 1900, the total imports were 544,928 lbs.

June 30, 1899, there was in Bonded Warehouses....171,258 lbs. Imported during the year.................544,928 lbs.

716,186 lbs.

Exported during the year..... 55,938 Remaining in Bonded Warehouses June 30,

____202,212 lbs.

Represents the actual consumption for the past year.513.974 lbs.

Paris Green:—This has been an off year. Cool weather until July has curtailed the consumption. Many jobbers carried over a supply from the previous year. The price, however, remained around 12c throughout the season, in spite of some fluctuations in the ingredients used for making the article.

Chlorate Potass:—Sold as low as 7½c in December, but climbed to 10c in March owing to speculators having been caught on the short side of the market. By July 1st the price had receded to 9c in quantities.

Quicksilver:—Advanced about 4c per lb. during the past 12 months.

Quinine:-The fluctuations have been as erratic and unex-

pected as usual. A drop from 28 to 22c and a steady rise to 34c, then a drop to 31c, at which figure all brands were held for months until about August 1st, when a rather sudden rise to 35c took place, which two weeks later was followed by another advance to 37c. Statistics count for very little. There is a smaller supply of Bark and Quinine in Europe and America, which is offset by increased holdings in Java.

Root Golden Seal:—Has ruled scarce and reached as high as 60c, but the market has eased off to 48c, but later rose again to 54c.

Senega:—Advanced from 35 to 45c, and fell back to 28c, but is now again held at 33c.

Root Sarsaparilla:—Mexican has ruled extremely low in price, between 7 and 8c per lb.

Saccharine:—Has become everybody's article, and is not profitable to the manufacturers at \$3.50 per lb.

Salicine:—Advanced from \$3.00 to \$5.00 on account of scarcity of the raw material, but dropped back to \$3.75 in July.

Shellac:—The Shellac market during the past year has shown slight variation in prices, and with the exception of an occasional shortage in certain brands the market has exhibited a declining tendency owing to increased supplies distributed among many holders.

Shipments from Calcutta during the past year have been larger than any year on record. The quantity landed in the United States from September 1, 1899, to September 1, 1900, shows a total of 66,640 cases of all grades as compared with 53,230 cases for the corresponding period of 1898 to 1899. There has been an increase in the legitimate demand for the article from jobbing and consuming sources, but scarcely equal to the increase in production at Calcutta and arrivals in this country.

At present some of the higher brands are in limited supply and the scarcity is likely to continue during the balance of the year. Prices during the past year have ruled as follows:

D. C25 to 28c per lb.
Orange grades16 to 22c per lb.
Natives14 to 15c per lb.
Garnet15 to 16c per lb.
Bleached16 to 18c per lb.
Button Lac18 to 22c per lb.
Stic Lac20 to 25c per lb
Seed Lac22 to 26c per lb.

Seeds:—Canary, Hemp, Coriander, Mustard, fluctuated in sympathy with the crop reports.

Strychnia:—Cheap lots have appeared off and on, but the supply has not been maintained.

Sugar Milk:—Is controlled by very strong hands.

Sulphur:—The refiners are acting in perfect harmony.

Thymol:—Has become more and more scarce and advanced from \$2.50 to \$5.00.

New York, September 1, 1900.

Respectfully submitted; Committee on Drug Market:

Thos. M. Curtius, Chairman, New York.
H. B. Fairchild, Grand Rapids, Mich.
Joseph Mathias, New York City.
Irving McKesson, New York City.
Edward Bindschadler, St. Louis, Mo.
C. W. Griffiths, Chicago, Ill.
G. F. Sichelstiel, Jr., Pittsburg, Pa.
F. C. Moore, New York City.

President Frisbie—This report will also follow the usual rule and be referred to the Board of Control. The next report is that of the Committee on Transportation, Mr. John M. Hinchman, Detroit, Mich., Chairman.

Mr. Toms read the report:—

REPORT OF COMMITTEE ON TRANSPORTATION.

Mr. President and Gentlemen of the N. W. D. A.:

Upon receipt of the position of Chairman of the Transportation Committee, kindly tendered me by President Frisbie, I naturally began an investigation as to the duties of that Committee. Nothing very definite appearing of record, I addressed letters to the several members composing the Committee, asking that I might be kept informed of any causes for complaint against transportation companies, and for any suggestions in regard to freight matters which would be of benefit or interest to our Association. Either because these things have been so well regulated by previous Committees, or because it has been found that the subject is too great a one for ordinary business men, I have received during the year but two answers to my inquiries. The first making the suggestion that drugs are classified too high; and the second calling attention to the unjust discrimination as between car and less than car load rates, and enclosing correspondence in reference thereto. As these letters very clearly point out some of the abuses incident to freight matters, and suggest possible remedies, I append them to this report, thinking they will prove of value to the members of the Association.

A former Chairman of this Committee has stated that in his opinion there should be a permanent Committee on Transportation in this Association, invested with necessary authority to expend monies and to employ the services of a competent secretary. In this suggestion I concur. No one not educated by long familiarity with freight matters can hope to compete in knowledge of the subject with the trained experts appointed by the transportation companies to fix rates and adjust differences. A permanent committee would in time have on file, at all times accessible to the members of the Association, valuable facts and correspondence, copies of interviews and

minutes of meetings with transportation agents, which would enable them to act with a thorough understanding of the subject. Respectfully submitted,

Jno. M. Hinehman, Chairman.

St. Louis, Mo., Aug. 16th, 1900.

Mr. J. M. Hinchman, Chairman N. W. D. A. Transportation Committee, Detroit, Mich.

Dear Sir:—In reply to your favor of the 7th inst., relative to suggestions of interest to the Association in connection with traffic matters, my experience has lead me to believe that in order to secure correction of discriminations existing in our present classification it is quite essential that individual action, when intelligently applied, is more productive of good results than a petition or memorial passively indorsed by the full Association. In saying this I do not mean to reflect on the Transportation Committee.

The traffic managers of our large transportation systems to-day are under strict orders from their superiors to protect their revenues, and if any manufacturer or jobber finds that his business is being discriminated against it is quite essential that an able representative be present at each and every Committee meeting, prepared to lay before the traffic managers his claims in such a convincing manner as to enlist the attention and support of the traffic managers. A memorial adopted by our full Association, pointing out the gross abuses in tariffs and classifications, unless followed up by a strong oral argument before the committee, falls upon deaf ears.

It seems to me that the subject of greatest interest in transportation matters confronting our Association to-day is the discrimination which exists between the ear load and less than car load distributer. I enclose herewith copy of a letter which was mailed to Mr. C. A. Parker, traffic commissioner of our freight bureau, in this city, and eopy of his reply thereto.

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The gross injustice mentioned in this communication is, to my mind, the greatest menace to the members of our Association. I don't believe that large business interests, as a rule, appreciate the importance of transportation in our business.

A single traffic manager has the power, under existing laws, by the manipulation of rates and the distribution of secret rebates to favored shippers, to entirely upset all business calculations based on public tariff rates. The Interstate Commerce Law contains to-day hardly a single clause which has been upheld by the courts. The result is that the entire law is violated at their pleasure when it is found necessary in the interest of the railroads to do so.

Our tariffs as they exist to-day represent a great and unjust discrimination against the less than car load shipper; and when this injustice is increased by the payment of secret rebates on business moving in car load quantities and not paid on business moving in less than car load quantities, the injustice reaches the magnitude of a crime, for which some redress should be obtainable.

Yours truly,

(Signed)

Theo. F. Meyer.

St. Louis, Mo., July 21st, 1900.

Mr. C. A. Parker, Commissioner, Room 500, Chamber of Commerce, City.

Dear Sir:—It occurs to me that some organization ought to be effected of interests largely represented in the distribution of merchandise in less than car load quantities. This organization to have for its purpose a relatively fair adjustment of rates, as between car loads and less, during temporary rate disturbances. For example, we have periodical rate demoralizations to Texas, Missouri River, Colorado, Utah, etc. These disturbances, as a rule, are confined to special commodities, or perhaps to all car load propositions. Under such conditions the jobber whose business has been built up by years of hard labor, on the theory that the prevailing tariffs applying on car loads and

less than car loads are equitable and just, suffers under a manifestly unfair and unreasonable discrimination from the fact that his business is of necessity a less than car load business, and he can not become a beneficiary under this demoralization, unless, perchance, it should extend to such a great extent as to cause a reckless movement of all commodities in any quantity at any price the bidder may offer. Such a condition is deplorable alike to the transportation company, as well as the jobbing interests.

I maintain that under our present basis of rate making the bulk of our business is to-day moved in unnatural quantities. It is unnecessary to theorize as to the probable cause of this tendency. If my position is correct, then, does it not follow that any additional discrimination against class or less than car load perpetrates a foul injustice to the small dealer?

During the last ten or fifteen years we have seen the minimum car load rate on commodities increase from 16 to 20, 24, 30, 36 and 40,000 pounds, largely due to the employment of more modern and massive equipment. Why should the tariffs stop at the present minimum? Why not go on and require minimums of 10 car loads or a train load? Such a condition would be decidedly better for the small dealers than the present one. The present condition has for its effect the up-building of so-called jobbing centers at every junction station in this country. This is unnatural, and, I believe, unprofitable to both the retailer and the transportation company. What benefit, for example, can accrue to the Burlington road by carrying a tariff which discriminates in favor of car load business to Denver, Colo.? It can not be demonstrated that the consumption of a specific commodity will be increased; and if the natural movement of this commodity is in small quantities the total revenue accruing would certainly be more satisfactory to the transportation company if moved in natural quantities under the present tariff than if carried in unnatural

or car load quantities at a much lower rate. I believe that some unity of action should be effected among the large jobbing interests of the middle west, which would be powerful enough to insist and carry into effect a relatively fair adjustment in the movement of merchandise as between car loads and less. In other words, when rates are demoralized, such demoralization should, in all cases, be extended to the small shipments.

I know that the traffic men will argue that this opens up a very unpleasant problem, owing to the fact that they would be compelled to placate so many small dealers. This argument, however, should have no weight in the adjustment of the problem on a basis of equity. I am aware that the large manufacturing interests are, as a rule, well organized, and they carry keen, shrewd business methods into their plans to such an extent as to practically compel the transportation lines to concede all differences between car loads and less.

I am not prepared to demonstrate that the less than car load rates generally prevailing throughout the west and southwest are too high, neither am I prepared to show that the car load rates are too low, but I am satisfied that the difference between the two rates is too great, generally speaking. If the car load bottle rate from St. Louis to Texas common points of 63c is fair and equitable, then the less than car load rate of 97c is too great; and if this difference of 34c is still further increased at a time of rate demoralization, which applies only to car loads, the less than car load's rate becomes actually prohibitive.

I would be pleased to have your views on the subject as to whether you think it would be feasible to successfully carry out a plan to enforce a maintenance of the published tariff differences existing in our present rates, under both normal and abnormal conditions.

(Signed)

Yours very truly, Meyer Bros. Drug Co. Per J. M. Allen, Traffic Manager

St. Louis, Mo., July 25th, 1900.

Meyer Bros. Drug Co., St. Louis, Mo.

Gentlemen:—I have read with much interest your letter of the 21st inst. touching upon the differences between the rates upon merchandise in less than car load lots vs. car load lots, and pointing out the widening thereof during the seasons of rate disturbances. I fully agree with your reason and concur in your conclusions; and, while the subject is a delicate one to deal with because it contemplates a condition not recognized as lawful under existing laws. I shall, nevertheless, make it a point as I communicate with various freight traffic managers and general freight agents to point out the adverse effect upon St. Louis merchants of cut rates upon car load lots, while less than car load lots are maintained at tariff.

How otherwise than by verbal communication this subject can be effectively brought to the notice of the carriers I am not clear, but if any way should occur to me thereby to co-operate with other organizations or some more effective manner, I shall confer with you about it and take the necessary steps. Meantime, as I understand it, the rate situation goes over the territory west of the Mississippi River, so that perhaps the trouble you complain of will not cut much of a figure until the next general rate disturbance, which, from our knowledge of the past, we have every reason to believe will reoccur.

Yours respectfully,

(Signed)

C. A. Parker, Commissioner.

President Frisbie—This report is also referred to the Board of Control. The next report is that of the Committee on Trade Marks, Mr. Alfred E. Rose, Lowell, Mass., Chairman.

Mr. Kline—It seems to me at this time it will be absolutely necessary for us to decide a matter which will have a bearing on the question as to whether we shall

have this report read by title or not. As I understand from the printed programme we shall have only one session after to-day. A question I desire to ask of the Entertainment Committee, through you, Mr. President, is whether the committee can arrange for a session tomorrow afternoon. It must be apparent to everyone that it will be impossible for us to get through our business with only one more session, if we are to read these reports at great length.

Mr. Weller—As Chairman of the Entertainment Committee I will say that we do not propose to have the entertainment feature of the convention interfere in any respect with the work of the Association. You can have a meeting at any time, morning, noon or night, and we will make our plans conform to yours. My impression is that owing to the state of the weather there will be very few people who will care to take the trip to Armour's Packing House this afternoon. It was our intention originally to have a meeting of the Association this afternoon at 2:30. I think we had better hold to that

Mr. Noyes—I am in sympathy with the idea of taking time for the consideration of our reports and discussions; at the same time, I want to go to the Armour Packing works, and many others also. It is an unusual and remarkable industry, and I do not think we want to meet this afternoon. I think to-morrow afternoon would be better than this afternoon; indeed I would be willing to give up the opera party this evening and hold an evening session. My esthetical taste may not be of the best in preferring the entertainment at the stock vards to the entertainment at the opera; but I have been in this city a great many times and have never been to the stock yards. I think many would like to go to the stock yards this afternoon, in fact I have heard many say so. I think it can be arranged to hold a meeting either this evening or to-morrow afternoon.

Mr. Weller—I think there will be few gentlemen who will care to take the carriage ride to-morrow afternoon, and we will hold a meeting at that time.

President Frisbie—The chair will say, for the information of the gentlemen, that the report just about to be read is the last one in the regular order. At the request of the chairman of the Proprietary Committee, the chair has arranged to call for the report of that committee at 12 o'clock. The report of the Committee on Trade Marks is the only other report to be received.

Mr. Weller—I would like to have a member of the Entertainment Committee make an announcement while there is a large number of members in the room.

Mr. E. D. Kenfield—Mr. President and Gentlemen—I want to make an announcement in regard to the excursion on Friday on the steamship Manitou. We propose to leave here Friday morning, rain or shine, at 10 o'clock. We are due in Milwaukee at 3 o'clock. We will be met there with carriages which will take us for a drive around the city. The drive will be broken by a stop at the Pabst Brewery, where light refreshments will be served in the shape of a Dutch luncheon. The guests will then return to the boat about 6 o'clock, where one or two hours will be given for rest. Then we will proceed to the Plankinton Hotel, just a few steps from the steamer, where we will be entertained by the Milwaukee Wholesale Druggists and the proprietors of five of the daily newspapers with a very elegant dinner. This occasion is to be entirely informal, and the gentlemen need not

take their dress suits nor the ladies provide for evening dress. We will start on the return about 12 o'clock, midnight, arriving here at 7 o'clock the next morning. The ladies can retire any time after 9 or 10 o'clock, should they desire. Luncheon will be served on Friday on the boat from 11 to 2. We will have a brass band of seventeen pieces, furnished through the courtesy of the Horlick Food Company. Those desiring to take this trip must leave their names with Mr. Stone, and we trust that will be done to-day. There are accommodations for every one. We can berth about 350 passengers. The assignment of berths will be made Thursday morning by the Manitou's general passenger agent. He will make all the assignments. Be sure to get the key to your room at the purser's office on going on the boat. To-morrow afternoon each gentleman will find in his box at his hotel a ticket giving the number of the berth, and when you go on the boat in the morning you are to present the ticket at the purser's office, and get your key. You must have your coupon books ready on entering the boat. You do not need to show the boat coupon, but the coupon book, both going and returning.

The wharf where we are to take the boat is at the foot of Rush street, which is just across the river, about fifteen minutes' walk down Michigan avenue, or take the elevated or cable car on Wabash avenue, and walk three or four blocks, then across the bridge. You will have no trouble in finding the place. I have heard a number say that if it was to be rough they would be afraid to take the trip. The Manitou is the finest steamer on the lake. She is 350 feet long, 42 feet in width, and magnificently fitted up. We could have gotten a boat at one-quarter the price, but we wanted the Manitou or nothing, feeling that nothing was too good for the wholesale druggists,

the proprietors and their wives. I want to state right here that I have this moment come from the office of the manager of the Weather Bureau and he tells me that on Friday we are to have magnificent weather. (Laughter.) He says it will be warm, with a light westerly wind blowing from the shore, and that no one will get seasick. If it should be rough, the captain of the boat tells me they can take in 600 tons of water ballast and make the boat ride as smoothly as any one could wish. I think this, gentlemen, is all I have to say, with the exception that we are trying to make this the crowning feature of the entertainment and trust we will have the pleasure of having every one at the convention take this trip with us. (Applause.)

President Frisbie—We will now proceed with the regular order of business.

Mr. Kline—I move that the paper on Trade-Marks be read by title. (Carried.)

Mr. Toms read the report of the Committee on Trade-Marks by title. The report in full is as follows:

REPORT OF COMMITTEE ON TRADE-MARKS.

Mr. President and Gentlemen of the National Wholesale Druggists' Association:

In preparing the report which it now presents to you, your Committee on Trade-marks has necessarily been dependent for the most part on information solicited from and sent in by individual members of this Association and of the Proprietary Association of America. To each active member of the Associations mentioned there was addressed a request for all the information obtainable in regard to matters recognized as coming within the scope of this Committee.

While a fair number responded, a certain apathy to the subject seems to exist in many quarters, which we interpret as an indication rather favorable than otherwise, because it may be taken as evidence that the troubles with which we have had to deal are not "paramount" in those localities.

The majority of those who did respond stated that they had no information to communicate, which, in itself, seems a satisfactory state of affairs so far as concerns the members thus expressing themselves.

A considerable amount of interesting matter was received from other members, to which we now proceed.

The California Fig Syrup Co. report a signal victory over imitators in a decree secured by them in the United States Circuit Court for the Northern District of California, in which their title to the exclusive use of the name "Fig Syrup," or "Syrup of Figs," as applied to a liquid laxative medicine is upheld, and the defendants are perpetually enjoined "from making, manufacturing, or using, or selling, or offering for sale, or in any way disposing of a liquid laxative medicine or preparation under the name of 'Syrup of Figs,' or 'Fig Syrup,' or under any name in colorable imitation of the name 'Syrup of Figs,' and from making, selling, or offering for sale, directly or indirectly, any medical liquid laxative preparation put up in bottles, boxes, or packages similar in form and arrangement to the bottles or packages used by complainant in the manufacture and sale of its said liquid laxative preparation, or so closely resembling the bottles or packages used by complainant as to be calculated to deceive the public, and from using the name 'Fig Syrup Company' and from using a name whereof the words 'Fig Syrup' or 'Syrup of Figs Company' form a part as a business name in connection with the manufacture of a liquid laxative preparation."

From Mr. Brent Good, President Carter Medicine Co., the following:

"During the past year we have not had occasion to prosecute any new case of infringement. In my opinion this is due in a large degree to the signature which I adopted on our goods two years ago, and educating the public to look for that signature. I cannot refrain from again urging what I have so earnestly urged for years, viz.: the importance of never letting up on an infringer or counterfeiter (when once caught in a State the criminal laws of which afford redress) until he is landed 'behind the bars.'

"So many proprietors have seemed to think that after they have stopped him from making the spurious goods their duty has ended there.

"One other point, and that is, the duty of the members of the National Wholesale Druggists' Association to notify a proprietor the moment anything suspicious is noticed as to that proprietor's goods.

"In my experience, in several cases, if this policy had been pursued I should have been saved many months of detective work and large expenditure of money.

"Strong language on this point will not be out of place.

"You are aware of my position on the stamp tax. My stand is that the stamp ought to be continued (but I do not object to a great reduction in the value of the several denominations), for the reason that a United States government stamp is a continual menace to the infringer, and its presence affords the proprietor a degree of protection which more than compensates him for the money expended. It is strange to me that proprietors have not realized this before.

"I am glad to say that at the last meeting of the Proprietors' Association a good many most prominent proprietors fully endorsed my position, after realizing the claim that I make, and since then have had many letters from others endorsing it.

"You, of course, understand that to carry out my plan every proprietor would have his private stamp furnished by our Government.

"After careful study of this matter, my opinion is that its good results to every proprietary man could not be overestimated."

There are few men qualified to speak with greater authority on the subject in hand than Mr. Good.

Certainly it would be of the very greatest value to proprietors to have a hearty co-operation on the part of the selling trade, whereby the moment it is suspected that an imitation is being offered, or anything irregular is noticed in connection with the goods of any proprietor, he should be at once made acquainted with all the facts.

As the dealer in mixed metaphors might say, it is better to crush the serpent's egg than to allow it to bloom and defile the fountains of honesty and truth with its baneful light.

It is gratifying to learn that the Castoria troubles are fading away.

A letter from the Centaur Co. says:

"So far as our own matters are concerned, for the past six months or more nothing has occurred whatsoever that would be of any public interest.

"We have no new lawsuits nor any new counterfeiters, and the old ones appear to be dying out with dry rot."

Messrs. C. I. Hood & Co. report that during the past year they have secured injunctions against several imitators of their Sarsaparilla.

Louis H. Renkert, of Indianapolis, a retail druggist, was found to be selling a Dr. J. C. Hood's Sarsaparilla, purporting to be manufactured by Dr. J. C. Hood, Louisville, Ky. Suit was instituted against him by C. I. Hood & Co., proprietors of Hood's Sarsaparilla. Dr. J. C. Hood from Louisville employed counsel, and a defense was made to the suit. On March 23, 1900, after a hearing and argument, Judge Baker, of the United States Circuit Court at Indianapolis, granted a preliminary injunction. On April 23d, the defendants not

having appealed, this preliminary injunction was made perpetual, and the gist of this injunction decree is as follows:

"It is ordered that the said defendant, Louis H. Renkert, his agents, attorneys, servants, and employees, be, and each and all of them are, perpetually enjoined and restrained from manufacturing, putting up, selling, advertising, or offering for sale any preparation similar in appearance to, or intended or recommended for purposes similar to the aforesaid preparation, remedy, and medicine of the complainant, under the name of 'Hood,' 'Hood's,' or any like name, and from using or employing the word 'Hood' or 'Hood's' or any like name in connection with the manufacture, advertisement, announcement, exposure for sale, or sale of any real or pretended Sarsaparilla. Extract of Sarsaparilla, or Compound Extract of Sarsaparilla in any connection."

Suit was also brought against Dr. J. C. Hood, manufacturer of this so-called Sarsaparilla. Dr. J. C. Hood attempted an elaborate defense, but on April 12th, after hearing and argument, Judge Evans, of the United States Circuit Court for the District of Kentucky, at Louisville, issued a temporary injunction against Dr. J. C. Hood, to the following effect:

"It is ordered that said defendant, his agents, clerks. attorneys, servants and employees, and all in privity with him, be, and they are, each and all, during the pendency of this suit, enjoined and restrained from manufacturing. putting up, selling, advertising, or offering or supplying for sale, any preparation or medicine under the name of 'Hood's Sarsaparilla,' 'J. C. Hood's Sarsaparilla,' 'Dr. Hood's Sarsaparilla,' or 'Dr. J. C. Hood's Sarsaparilla,' and from in any form or manner whatsoever making use of the name 'Hood's,' with or without any prefixes or initials, upon or in connection with wrappers, bottles, etc., as the name or designation of a sarsaparilla preparation, and from in any form or manner whatsoever making use of the word 'Hood,' with or without prefixes or initials, in

connection with the manufacture and sale of any real or alleged sarsaparilla preparation not made by complainant."

This case is in the front ranks of so-called name cases, and, it seems, establishes the principle that no one except C. I. Hood & Co., their successors, or assigns can use the name "Hood" for a sarsaparilla.

In another case, against E. J. Hart & Co., of New Orleans, it was shown that defendant had put upon the market a certain preparation and sold the same under the name of Hurd's Compound Extract of Sarsaparilla, dressing it in a wrapper which was adjudged to be an illegal imitation of the one used on Hood's Sarsaparilla. Perpetual injunction was obtained, together with damages.

The Moxie Nerve Food Company of New England report favorable decisions in two cases in which their goods were imitated. In one of these, being in the Supreme Judicial Court of the State of Maine, the decree, after reciting the facts established in evidence, concludes:

"It is Ordered, Adjudged and Decreed:

"1st. That said defendants, and each of them, their clerks, servants, and agents, are hereby restrained and enjoined, now and forever, from putting up, selling, offering for sale, or distributing any liquid, except the complainant's product, in bottles and cases originated, owned, or used by the complainant, Moxie Nerve Food Company of New England, or in bottles and cases so resembling those of the complainant, in whole or in part, as to deceive or be liable to deceive the public as purchasers thereof into the belief that the product and goods of the said defendants and others, as aforesaid, are the product and goods of the complainant; and from selling, offering for sale, or distributing anything as and for the complainant's 'Moxie,' or 'Moxie Nerve Food,' and from using said complainant's trade-name, 'Moxie Nerve Food,' in whole or in part, upon or in the sale or distribution of anything except the genuine product of said complainant.

"2d. That said defendants, their clerks, servants, and agents, forthwith deliver at 63 Court Street, Auburn, Maine, to J. M. Stevens, the duly authorized agent of the complainant, without compensation or demand, all cases and bottles having the word 'Moxie,' in combination with other words and marks upon them, now in their possession, use, ownership, or control.

"3d. That said defendants pay the complainant as taxable costs in this behalf the sum of fifteen dollars and that writ of injunction issue accordingly."

The other case was in the United States Circuit Court for the District of Rhode Island, a preliminary injunction being obtained against Chas. T. Betts.

The Peruna Drug Manufacturing Company, writing under date of June 9th, says:

"Some three months ago we discovered that our labels and wrappers were counterfeited, Peruna bottles filled with some mixture, not at all an imitation, but simply a mixture that tasted nothing like Peruna. These goods were sold to druggists all through Pennsylvania and northern Ohio.

"We employed the Pinkertons, who had no trouble in locating the rascals, but did have trouble in finding evidence against them that would convict them. Finally, at Cleveland, Ohio, they were caught in the act of putting up a spurious article. Labels and wrappers were recovered, a large quantity of empty Peruna bottles, and some filled Peruna and Pinkham bottles. These goods were sold to some of the retail dealers in Cleveland. We succeeded, through their testimony and other testimony obtained through the Pinkertons, in binding them over to the Common Pleas Court.

"The names of these counterfeiters are M. H. Howells and E. M. Quackenboss. They are poor, have not enough money to pay their board bills, much less for paying the injury done us.

"Counterfeiting labels and wrappers, filling empty bottles. putting into them a spurious article, no matter how poor, and using our trade-mark is simply a misdemeanor, and the punishment amounts to a year's imprisonment, possibly, if we succeed in convicting them, and \$500 fine. They can never pay the fine, and what the punishment will be I do not know.

"We have spent already over \$3,000 in bringing them to justice, and the only recompense (if recompense it can be called) is putting them into the county jail for a short time.

"We have been trying hard to get some one who purchased the goods to sue them for obtaining money on misrepresentation, but so far we have been unable to find any one willing to do that. They all seem to realize the fact that they should have known the goods to be spurious, if for no other reason than the fact that the price was lower than the manufacturers'.

"It seems to me that a law should be enacted in every State making counterfeiting proprietary goods a felony."

The Phenyo-Caffein plan, the development of which has been watched by the trade with considerable interest, assumes that the delivery to a dealer with a quantity of goods of a notice to the effect that the goods are not to be sold at less than certain specified prices, constitutes an undertaking on the part of the dealer to carry out the provisions of the notice, his alternative being the return of the goods, the company agreeing to buy them if in good condition, at any time, at the price paid for them by the dealer. This question of whether or not the producer has the right to follow his goods to the consumer and control the ultimate selling price is one of great interest and importance, and should the courts decide that the ground of the Phenyo-Caffein Co. is well taken, probably many proprietors will modify their selling plans so as to take advantage of this fact.

The Phenyo-Caffein Co. says:

"We have two suits pending—one against the Hall & Lyon Co., of Providence; the other against F. M. Harris & Co., of

Worcester. The suit against Harris is upon an agreed statement, in which we received a ruling in our favor in the Superior Court last May. The case is to be carried to the Supreme Court of Massachusetts next October. Our contention is based on a breach of contract. We claim that a buyer becomes a party to a contract by accepting goods with notice of the conditions of sale. If the Supreme Court sustains the ruling of the Superior Court in this matter, it seems to us that it will not be difficult for owners of trade-marked goods to protect retail prices. We think that the courts will recognize that the most subtle kind of infringement is the use of trade-marked goods in advertising for the purpose of selling other similar goods."

The form of notice used by the Phenyo-Caffein Co. reads as follows:

"CONTRACT.

"For and in consideration of the per cent deducted from the full retail price allowed by the Phenyo-Caffein Company, the vendee, or retailer, hereby agrees that he will not sell nor allow any one in his employ to sell, directly or indirectly, Phenyo-Caffein, 25-cent size, for less than 25 cents a single box, five boxes for \$1.00, twelve boxes for \$2.25, nor the ten-cent size for less than the face price.

"The vendee, or retailer, further agrees that if he violates the terms of this contract he will pay to the Phenyo-Caffein Company the sum of \$60, that sum being the agreed amount that the Phenyo-Caffein Company would be damaged by a breach of this agreement. This clause as to the amount of damages is inserted because it is recognized and agreed that a breach of this agreement would cause the Phenyo-Caffein Company to suffer a material loss, and also that it would be very difficult and usually impossible to prove the exact amount of such loss.

"The vendee, or retailer, further agrees that the acceptance of said goods, with the notice of the conditions of sale, shall

be held to be an assent on his part to the foregoing terms, and an agreement with the Phenyo-Caffein Company to sell subject to the price restrictions fixed by it.

"This agreement is made subject to the stipulation that in case the vendee, or retailer, should desire to discontinue the sale of Phenyo-Caffein, and notifies the Phenyo-Caffein Company of that fact, in writing, said company agrees to buy from the vendee, or retailer, any of the said Phenyo-Caffein, at the net cost price at which it was sold to him."

The Postum Cereal Co. send a copy of a circular letter which they have sent out under date of August 7th, and which states their case quite fully, as follows:

"On July 10, 1900, suit was brought in the United States Court against the American Health Food Company, of Milwaukee, Wis., makers of a product termed Grain-Hearts (an imitation of Grape-Nuts), asking for injunction and damages. A suit in the United States Court has also been instituted against Chas. H. Slack, a merchant in Chicago, asking injunction and damages and the discontinuance of the sale and distribution of said imitation product.

"It is the purpose and intent of the Postum Cereal Co., Ltd., to prosecute these suits vigorously, and, if our position be maintained before the courts, to thereupon proceed against other wholesale or retail grocers who may have been selling and distributing the imitation product, Grain-Hearts.

"When an imitation product is put up in the same size, shape, and color of package, with much of the same wording as the original, such act is prima facie evidence of intent to deceive the non-discriminating buyer into taking the imitation in place of the real. The honorable maker of a competitive article will put up his product in packages different in color, dissimilar in size and shape, and with entirely different wording, in order to build up a business based upon individual and distinctive features, not deceiving to the public or trespassing upon the trade-mark rights of others.

"All merchants who join themselves with fraudulent imitators become liable with the offenders. We shall proceed against such merchants and use our utmost endeavor to not only force a discontinuance of the distribution of such imitation packages, but to collect from the distributors such damages as the court may allow us.

"The policy of this company is now, and shall be, to actively and energetically protect our trade-mark and trade-rights at all times and under all circumstances. We have not the slightest desire to interfere with any manufacturer of an honest competitive article who endeavors to build upon his own reputation and not upon ours."

It may not be amiss in this connection to emphasize the well-known fact that dealers in fraudulent products are liable under the law as well as producers.

Van Stan's Stratena Co. report as follows:

"We are at present having our well-known trade-name and trade-mark infringed upon (Van Stan's Stratena Cement).

"A party claiming the same name as Van Stan comes to this city from London, after twenty-two years we have been in rightful ownership of it (in connection with a cement), and under cover of our reputation and extensive advertising places upon the market at a low price an article of cement called Van Stan's Improved Cement.

"We have taken the matter into court and expect a decision this fall term."

The Viavi Co. report the infringement of their mark by a party in San Francisco who used the word Vi-Vi. The Viavi Co. brought action and secured a perpetual injunction with costs.

In the case of the Sterling Remedy Co. vs. Spermine Remedy Co., United States Circuit Court, Illinois, the complainant secured an injunction against the exploitation of "Castorets," claiming infringement on their trade-name, "Cascarets."

They were also successful in their suit against one Gorey, who put a remedy on the market under the name "Gorey's Cascara Candy Cathartic."

In the case of the Wells & Richardson Company vs. Richard Ray—United States Circuit Court, Western District, Missouri:

Defendant used a multi-colored illuminated wrapper with a picture of a bunch of celery, in connection with a preparation called "Payn's Compound Extract of Celery."

This case was hotly defended; evidence was taken in many large cities of the United States. Defendant ingeniously excused his use of the word "Payn" as being the name of James Payn, the novelist, etc.

The defendant was enjoined not only from using an illuminated wrapper and the name "Payn," but was further enjoined from using the picture of the celery head in any form or style of package in connection with any medicinal preparation as being an infringement on plaintiff's exclusive right.

This is a pioneer case on the question of symbols or pictures, whether descriptive or otherwise. It establishes Wells & Richardson Company's exclusive right to the celery head.

Wells & Richardson Company vs. Howe, United States Circuit Court, Colorado:

Presents almost the same questions as in the Ray case in Kansas City, defendant using an illuminated wrapper and the celery head on a preparation called "Celery Nervine."

Case pending, evidence being taken.

Wells & Richardson Company vs. T. F. Hull, United States Circuit Court, Northern District, Illinois:

Defendant used celery head upon a preparation called "Celery Compound."

Injunction issued enjoining both the name and the picture. An example of considerable interest is found in the case of the Heller & Merz Co. vs. Isaac H. Shaver et al., which was decided in the United States Circuit Court for the Northern District of Iowa in June, 1900.

Complainant asked relief on account of defendant's advertising and selling goods under the names American Ball Blue and American Wash Blue, which were not made by complainant. Notwithstanding defendant's contention that the name American could not constitute a good mark, the case was decided in favor of complainant, he having based his claim on the contention that the names mentioned had acquired a special meaning in the nature of brands designating the articles manufactured by him, and the effort of defendant to utilize these brands in the furtherance of his trade constituted unfair competition in business, which may be restrained when otherwise a fraud will be perpetrated on the public.

This principle was very ably summed up in a single sentence by a Lord Chancellor of England in an address to the House of Lords, as follows: "Nobody has the right to represent his goods as the goods of somebody else."

We are indebted for reports and information furnished to Geo. L. Huntress, Esq., of Boston, and Frank F. Reed. Esq., of Chicago, both prominent attorneys, specializing in patent and trade-mark causes.

Commenting on the general situation in connection with such litigation, Mr. Huntress remarks: "The trend of the courts is very distinctly our way, and dishonest practices will be enjoined in most cases; a distinct advance has been made in the last three years."

All of which is respectfully submitted.

Alfred E. Rose, Chairman.

President Frisbie—This report will take the usual course. That, gentlemen, completes all the reports with the exception of the one from the Proprietary Committee. If the Chairman of that Committee will give us a few moments, perhaps it would be well to hear the report of the Committee on Time and Place and the Committee on Nominations. Are these Committees ready to report?

Mr. Snow—The Chairman of the Committee is not here, but I understand that the Committee on Time and Place is not ready to report.

Mr. Eliel—The Committee on Nominations is not yet ready to report.

President Frisbie—We will now take up some of the reports of the Board of Control. The first will be the report of the Board of Control on the report of the Committee on Membership.

Mr. Shoemaker read the report:—

REPORT OF BOARD OF CONTROL ON MEMBERSHIP.

The report of this Committee is exceedingly gratifying and most complimentary to the efforts of the gentlemen who have composed it. The well-known adage that "Nothing succeeds like success" is particularly exemplified in this case. The results are particularly gratifying because this Association needs and ought to have the support of every wholesale druggist in the land. We need the financial, moral and commercial support of every wholesale druggist in the country and to those who are not now members we respectfully submit that it is unfair for them to sit down and accept the benefits of the Association without contributing to its existence and continued success.

On motion, the report of the Board of Control was adopted.

President Frisbie—The next business will be the report of the Board of Control on the report of the Committee on Revision of Pharmaceutical Lists.

Mr. Shoemaker read the report:—

REPORT OF BOARD OF CONTROL ON REVISION OF PHARMACEUTICAL LISTS.

We think all the members of this Association will agree that the purpose for which this special committee was appointed is desirable whether it is or is not practical. While the Committee during the past year have not succeeded in accomplishing the object desired as the practical result of their work, they have nevertheless made an interesting start in this direction. The recommendation of the Committee that a similar committee be appointed by the incoming President is hereby endorsed and we therefore offer the following resolution:

Resolved: That the President of this Association is hereby instructed to appoint a special committee on the revision of pharmaceutical lists to continue the work of the special committee appointed at our last meeting.

On motion, the report of the Board of Control was adopted.

President Frisbie—We will next take up the report of the Board of Control on the Report of the Secretary.

Mr. Shoemaker read the report:—

REPORT OF BOARD OF CONTROL ON REPORT OF THE SECRETARY.

We are sure that all the members of our Association have listened with pleasure to the report of our esteemed Secretary, whose perennial youth is the source of the admiration of all his friends. This report deals especially with two important subjects. The first treats of our relations with the Interstate Commerce Commission. It is well known to all that one by one the safeguards which were originally proposed and adopted by the commission have been gradually demolished by decisions of

the various courts until now only shreds of the original fabric exist. This subject, however, is clearly within the province of the Committee on Transportation and to this Committee we commend its careful consideration.

The second subject discussed is the manufacture and free distribution by the Government of remedies for the treatment of disease. While it is true that the Bureau of Animal Industry has done valuable work in extinguishing disease and preventing its spread, we consider that its action in the line of free distribution has not only been unwise but likewise absolutely unnecessary. We believe that this Association should place itself on record in the matter. While it is true that the number of our members interested in this particular matter now is exceedingly small, still the principle remains the same. propriety of free distribution of medicines is once conceded the line may be extended. We believe that American manufacturers may be relied upon to produce sufficient quantity, proper quality and at a reasonable price, any remedies which may be required for the successful treatment of any disease, and we likewise believe that the free distribution of such remedies is liable to discourage their use both by minimizing the importance placed upon them and also by impairing the self-respect of those who accept them. In this connection, therefore, we offer the following resolutions:

Resolved, That this Association is clearly opposed to the continued free distribution by National, State or city governments of any medicinal remedies.

Resolved, That in our opinion any future appropriations for the Bureau of Animal Industry should be made only with the distinct understanding that the free distribution of blackleg vaccine should be discontinued.

Resolved, That the Secretary of this Association is hereby instructed to send a copy of these resolutions to each member of Congress at the commencement of the next session.

On motion, the report of the Board of Control was adopted.

President Frisbie—We will take up one more report of the Board of Control before we proceed to other business. It will be the report of the Board of Control on the report of the Committee on Legislation.

Mr. Shoemaker read the report:—

REPORT OF BOARD OF CONTROL ON LEGISLATION.

This Committee has presented us with a very full and thorough report of all matters of record affecting our interests during the year just past. It is a matter of regret that the efforts made to repeal the stamp tax were not successful. This tax is so vexatious in its character, so unjust in its operations and yields comparatively so small an amount of revenue that it might well have been removed. In this connection we offer the following resolutions as recommended by the Committee:

Resolved, That the Committee on Legislation be instructed to favor the repeal of Section 20 of the War Revenue Law of 1898 and its dependent clauses.

Resolved, That the Committee on Legislation favor the passage of the Brosius Pure Food Law now pending in the United States Congress, as last amended.

Resolved, That the Committee on Legislation be instructed to co-operate with the commissioners appointed to revise the trade-mark laws in favor of embodying their recommendations into a law or laws more fully protecting the interests of our members and securing more satisfactory reciprocal relations with foreign countries.

We cannot endorse the fourth recommendation of this Committee. While we see no probability of any agitation of the tariff question in the near future, we should not recommend

placing opium on the free list again as we consider it a proper subject for producing revenue.

On motion, the report of the Board of Control was adopted.

President Frisbie—Gentlemen, we shall now be pleased to hear from the Chairman of the Proprietary Committee, Mr. Frank A. Faxon, of Kansas City, Mo.,

Mr. Faxon then read the report of the Committee on Proprietary Goods:—

REPORT OF COMMITTEE ON PROPRIETARY GOODS.

Chicago, 1900.

To the National Wholesale Druggists' Association:

This organization was formed to promote fraternal and social relations, to guard against feelings of distrust and jealousy, to restrain competition other than by honorable methods, to discountenance all customs not in accord with sound business principles, and to establish rules and regulations whereby all grievances and differences might be fairly and equitably adjusted. It has had a career honorable and useful to an eminent degree, and is to-day one of the most influential trade organizations in the country.

The National Wholesale Druggists Association has given its attention to many important things, and has made its work valuable in a wide field, but the rebate plan, now, as in the earlier years of the organization, is the paramount issue. Our annual meetings are largely rallies for its support. The members of this Association have been loyal to the plan to an extent that could hardly have been expected. It has had its cloudy and its sunny days, its good and evil times; but it still remains a potent force. In the past it has served well; it must serve well in the future. Sales of proprietary goods are more

than half our business. This fact makes the maintenance of the rebate plan an imperative necessity.

Since our meeting at Niagara Falls a year ago the Proprietary Committee and the Executive Committee of the National Association of Retail Druggists have been working together in developing a plan which it is thought will prove beneficial to the retailer, the jobber and the proprietor. This plan has been called the "new plan." It is practically the old "Detroit plan," which was formulated during the brief existence of the "Retail Druggists' Inter-State League." Its features are a list of jobbers to which proprietors will confine their sales at best prices, and restrictions to prevent the jobber from supplying rebate goods to the aggressive cutter. It is believed that this plan offers effective means for checking the disastrous cutting evil.

At the Niagara Falls Convention the following resolutions were unanimously passed by the N. W. D. A.:

- I. Resolved, That as it is as much for the interest of the manufacturer as the jobber that the contract plan should be continued, the active interest of both the manufacturer and the jobber should be secured.
- 2. Resolved, That the strength of the contract system lies in the manufacturers adhering to a recognized list of wholesale distributers, to whom sales at their largest quantity discount should be restricted.
- 3. Resolved, That the chairman of the Proprietary Committee be requested to secure the acquiescence of each proprietor who sells his goods on the contract plan, to such a list.
- 4. Resolved, That the chairman of the Proprietary Committee be given control of sufficient funds to investigate all reported violations of rebate terms, with power to take such action as may be proper in the premises.
- 5. Resolved. That the recommendation made in the report that the rebate on leading proprietary articles be withheld for

three months be favorably recommended for consideration, provided the other work contemplated by the Committee does not result in a more thorough control of rebated articles.

To provide adequate funds for a more progressive policy our constitution was amended so as to make the annual dues of active members \$50 and of associate members \$20.

The services of Mr. F. E. Holliday were engaged, and he became a direct representative of the Proprietary Committee. As he was at the same time chairman of the Executive Committee of the N. A. R. D. the connection had a peculiar value to both organizations.

Immediately following the last annual meeting the chairman of the Proprietary Committee and the chairman of the Executive Committee of the N. A. R. D. undertook to organize the plan already mentioned. The work was extremely slow and there were many vexatious delays. The plan was first presented for acceptance to the five firms of the J. C. Ayer Co., C. I. Hood & Co., Lydia E. Pinkham Medicine Co., F. E. & J. A. Greene and the Wells & Richardson Co., and by them approved.

On March 31st the following circular was mailed to all proprietors of medicinal preparations:

NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION.

NATIONAL ASSOCIATION OF RETAIL DRUGGISTS.

Kansas City, Mo., March 31, 1900.

CONFIDENTIAL.

To Proprietors:

A number of prominent proprietors have recently given us their individual assurance that in the future they will confine their sales at best prices absolutely to a uniform list of jobbers, who will be selected to act as their wholesale agents. This course has been repeatedly urged by both the N. W. D. A. and the N. A. R. D., and was also strongly recommended to its

members by a resolution of the Proprietary Association of America at its New York meeting in June, 1899. The following are the proprietors each of whom has adopted this policy and stated that he will rigidly adhere to it, viz.:

The J. C. Ayer Co., Lowell, Mass.

C. I. Hood & Co., Lowell, Mass.

Lydia E. Pinkham Medicine Co., Lynn, Mass.

Drs. F. E. & J. A. Greene, Boston, Mass.

Wells & Richardson Co., Burlington, Vt.

World's Dispensary Medical Association, Buffalo, N. Y.

Dr. D. Jayne & Son, Philadelphia, Pa.

The Piso Company, Warren, Pa.

California Fig Syrup Co., San Francisco, Cal.

The Centaur Co., New York City.

The Peruna Drug Mfg. Co., Columbus, O.

Dr. Kilmer & Co., Binghamton, N. Y.

Dr. Miles Medical Co., Elkhart, Ind.

Tarrant & Co., New York City.

J. W. Campion & Co., Philadelphia, Pa.

Kickapoo Indian Medicine Co., New Haven, Conn.

J. M. Grosvenor & Co., Boston, Mass.

In order to make the new plan effective, each of the proprietors named has determined that he will send the following notice to each of his wholesale agents, filling in the blanks, of course, according to his particular terms:

(Print Price List and then say:)

To houses that we appoint as wholesale distributing agents ordering at one time, and for one delivery, in quantities of not less than.....gross, or \$....., who do not quote or sell our preparations, either directly or indirectly, or divide the above quantity with another party or parties, or permit our goods to be disposed of in any way by their salesmen or others, at less prices than those above stated, a rebate of..... per cent will be allowed upon payment of the invoice within.....

days. If paid within......days, we will allow an additional discount of...... per cent for cash.

On orders for not less than the above quantity, we will pay freight to destination by lines of our own selection.

(Here Insert Sub-Quantity (if any) with Intermediate Discount.)

It will not, however, be considered a violation of the above terms when wholesale agents, on their bills paid within ten (10) days, allow a discount not exceeding the customary cash discount on such goods in their section of country.

Believing that the sale of our goods to aggressive cutters and brokers is detrimental, not only to our business, but to that of the retail trade as well, we will decline to sell our preparations to any party supplying such cutters or brokers, either directly or indirectly, with our goods at any price.

Should complaints reach us that parties violate these terms, OR WE HAVE REASON TO BELIEVE THAT THEY HAVE DONE SO, we shall exercise our right, whenever we are satisfied that these terms have been violated, to decline the orders of parties who have failed to maintain them.

The above conditions are imperative, and the violation of them will be regarded as an abandonment of the rebate plan by any parties who have been acting as our wholesale distributing agents.

The list of jobbers to be used by such proprietors as adopt this plan has practically been compiled, but before its promulgation it is thought best to hold a joint meeting of committees from the three National Associations for the purpose of mutual consultation and suggestion. It can be stated now, however, that the list will be a very complete one, embracing every dealer in the United States who can properly be considered a legitimate wholesale distributer of proprietary articles, thus insuring a full and free distribution of each proprietor's goods. Of course, additions will be made to the list whenever new jobbing houses are established.

We believe that you are desirous of lending your support to a movement that promises an abatement of the injurious cutting evil, and as this seems to be the only practical plan for bringing about a much needed reform, we ask your careful consideration of the matter and will be glad to hear from you by early mail. For your convenience, we enclose a blank reply, which, if satisfactory, we will thank you to fill up and return.

As the meeting above referred to will be held shortly after April 10th, it will be necessary that your answer should reach us by that date.

Anticipating the favor of an early reply, we are Yours very truly,

Frank A. Faxon,

Chairman Proprietary Com. N. W. D. A.

F. E. Holliday,

Chairman Executive Com. N. A. R. D.

P. S.—Please mail your reply to Frank A. Faxon, Chairman, Kansas City, Mo.

(BLANK REPLY.)

Frank A. Faxon, Chairman Proprietary Com. N. W. D. A. F. E. Holliday, Chairman Executive Com. N. A. R. D.,

Kansas City, Mo.

Replying to your circular of March 31, 1900, we desire to state, for your information and that of the wholesale and retail arug trade generally, that we propose to confine our sales at best prices absolutely to the uniform list of jobbers referred to in said circular, as we consider it to our best interest to adhere to this policy.

Believing that the sale of our goods to aggressive cutters and brokers is detrimental, not only to our business, but to that of the retail trade as well, we will decline to sell our preparations to any party supplying such cutters or brokers, either directly or indirectly, with our goods at any price. Should complaints reach us that parties violate our terms, or we have reason to believe that they have done so, we shall exercise our right, whenever we are satisfied that these terms have been violated, to decline the orders of parties who have failed to maintain them.

We will send to each of our wholesale distributers, as soon as the new plan is put into effect, a notice of our prices and terms in accordance with the form printed in your circular.

(Signature).....

At the joint meeting of representatives of the three Associations, held in Chicago on April 11th, no one appeared for the five New England proprietors, the original acceptors of the plan; and in consequence much consultation by wire was necessary. The Conference Committee defined the meaning of the terms "aggressive cutter" and "non-secrets," and wired progress to the five proprietors. The following dispatch was then received from them:

"Boston, Mass., Apr. 12, 1900.

"F. A. Faxon & F. E. Holliday, Chicago:

"Your explanations of aggressive cutter and non-secret satisfactory. We have no doubt that minor details of the list can be arranged with Mr. Holliday. We adhere to original propositions if all seven conditions have been agreed to. Now to secure success and early action, we insist that jobbing houses individually agree to this plan, and orders should be declined from such houses as do not so agree. This would disclose friends of plan at once and put us on the road to immediate success. Time of meeting peculiarly unfortunate. Mr. Rose absent when notice came, and none of us could get away to reach Chicago in time.

"The Five Proprietors."

In the meantime the list of 17 had grown to 61, and as most of the leading proprietors had accepted the plan, a large percentage of the proprietary goods handled by jobbers was included in the arrangement.

On May 5th, from the office of the Proprietary Committee was issued to wholesale druggists the following circular:

NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION.

OFFICE OF COMMITTEE ON PROPRIETARY GOODS.

Kansas City, Mo., May 5, 1900.

CONFIDENTIAL.

To Wholesale Druggists:

At the suggestion of the retail trade as represented by the N. A. R. D., and in pursuance of views expressed by a large percentage of the jobbing trade, each of the proprietors named within has recently announced his individual determination to absolutely confine his sales at best price to a uniform list of jobbers, who will be selected to act as his wholesale agents upon the following conditions:

- I. "Jobbers, through their salesmen, to refrain from running down proprietary goods, and give instructions to sell what is called for, without preference to any particular article which may happen to pay a higher profit."
- 2. "Jobbers to refrain from asking any further discounts than those at present allowed."
- 3. "Each jobber for himself to discontinue his non-secret department."
- 4. "Jobbers to refrain from selling proprietary preparations at any price, either directly or indirectly, to aggressive cutters and brokers, or to any party supplying aggressive cutters or brokers."

The "aggressive cutter" is defined as the dealer who is designated as such by not less than seventy-five per cent (75%) of the local retail druggists, and the definition of the term "non-secret" is a preparation made for or by a dealer to be offered when a proprietary article of like nature is called for.

This plan was carefully considered and endorsed by the Proprietary Committee of the N. W. D. A. at a meeting held in Chicago on the 11th ulto.

Several leading proprietors recently advised me as follows: "Now, to secure success and early action, we insist that job-bing houses individually agree to this plan, and orders should be declined from such houses as do not so agree."

From the foregoing, you will see that it is absolutely essential for every jobber in the country to declare, without delay, his purpose to accept the conditions of the proprietors and give his most cordial and earnest support to the new plan, which must have the endorsement of the jobbers individually before it will be put into effect.

If you wish to act as agent for the different proprietors under the conditions proposed, please sign and return to me the attached document. Yours very truly,

Frank A. Faxon, Chairman.

The names of the several proprietors heretofore referred to are as follows:

The J. C. Ayer Co Lowell, Mass.
C. I. Hood & Co Lowell, Mass.
Lydia E. Pinkham Medicine Co Lynn, Mass.
Drs. F. E. & J. A. Greene Boston, Mass.
Wells & Richardson Co Burlington, Vt.
World's Dispensary Medical
Association Buffalo, N. Y.
Dr. D. Jayne & Son Philadelphia, Pa.
The Piso Company Warren, Pa.
California Fig Syrup Co San Francisco, Cal
The Centaur Co New York City.
The Peruna Drug Mfg. Co Columbus, O.
Dr. Kilmer & Co Binghamton, N. Y
Dr. Miles Medical Co Elkhart, Ind.

Tarrant & Co......New York City.

J. W. Campion & Co	. Philadelphia, Pa.
Kickapoo Indian Medicine Co	. New Haven, Conn.
J. M. Grosvenor & Co	Boston, Mass.
Sterling Remedy Co	. Chicago and New York.
Dr. Seth Arnold Medical Corporation	onWoonsocket, R. I.
The Athlophoros Co	. New Haven, Conn.
Battle & Co	St. Louis, Mo.
Brown Medicine Co	
N. K. Brown Medicine Co	Burlington, Vt.
Chamberlain Medicine Co	
Crab Orchard Water Co	
Denver Chemical Mfg. Co	
E. C. DeWitt & Co	
M. M. Fenner	
William Fosgate	
Seth W. Fowle & Sons	
Gilpin, Langdon & Co	
J. H. Guild	
W. T. Hanson Co	5
Henry, Johnson & Lord Co	Burlington, Vt.
Henry, Johnson & Lord Co Henry Pharmacal Co	
Henry Pharmacal Co	. Louisville, Ky.
Henry Pharmacal Co Hiscox & Co	. Louisville, Ky. Long Island City, N. Y.
Henry Pharmacal Co	. Louisville, KyLong Island City, N. Y Quincy, Ili.
Henry Pharmacal Co	. Louisville, KyLong Island City, N. Y Quincy, IllPhiladelphia, Pa.
Henry Pharmacal Co	. Louisville, KyLong Island City, N. Y Quincy, IliPhiladelphia, PaCleveland, O.
Henry Pharmacal Co	. Louisville, Ky Long Island City, N. Y Quincy, Ill Philadelphia, Pa Cleveland, O Des Moines, Ia.
Henry Pharmacal Co	. Louisville, Ky Long Island City, N. Y Quincy, Ill Philadelphia, Pa Cleveland, O Des Moines, Ia Muscatine, Ia.
Henry Pharmacal Co	. Louisville, Ky Long Island City, N. Y Quincy, Ili Philadelphia, Pa Cleveland, O Des Moines, Ia Muscatine, Ia Indianapolis, Ind.
Henry Pharmacal Co	. Louisville, Ky Long Island City, N. Y Quincy, Ili Philadelphia, Pa Cleveland, O Des Moines, Ia Muscatine, Ia Indianapolis, Ind.
Henry Pharmacal Co	. Louisville, Ky Long Island City, N. Y Quincy, Ill Philadelphia, Pa Cleveland, O Des Moines, Ia Muscatine, Ia Indianapolis, Ind Troy, N. Y.
Henry Pharmacal Co	. Louisville, Ky Long Island City, N. Y Quincy, Ill Philadelphia, Pa Cleveland, O Des Moines, Ia Muscatine, Ia Indianapolis, Ind Troy, N. Y Richmond, Va.
Henry Pharmacal Co	Louisville, Ky. Long Island City, N. Y. Quincy, Ill. Philadelphia, Pa. Cleveland, O. Des Moines, Ia. Muscatine, Ia. Indianapolis, Ind. Troy, N. Y. Richmond, Va. Lockport, N. Y.
Henry Pharmacal Co	Louisville, Ky. Long Island City, N. Y. Quincy, Ili. Philadelphia, Pa. Cleveland, O. Des Moines, Ia. Muscatine, Ia. Indianapolis, Ind. Troy, N. Y. Richmond, Va. Lockport, N. Y. St. Louis, Mo.

Morgan Drug Co Brooklyn, N. Y.
Omega Chemical CoBoston, Mass.
Orangeine Chemical CoChicago, Ill.
J. J. Pike & CoChelsea, Mass.
E. C. Powers Boston, Mass.
Radway & CoNew York City.
S. T. W. Sanford & SonsLong Island City, N. Y.
J. H. Schenck & Son Philadelphia, Pa.
R. Schiffman, M. D St. Paul, Minn.
Henry K. Wampole & CoPhiladelphia, Pa.
J. Harrison Whitehurst Co Baltimore, Md.
I. O. Woodruff & Co New York City.
Orator F. WoodwardLeRoy, N. Y.
Woodward Medicine Co., LimitedBuffalo, N. Y.

Provided the foregoing conditions are accepted, each of the proprietors mentioned will incorporate in his plan of sale the following terms, which must be accepted by his wholesale agents:

(PRINT PRICE LIST AND THEN SAY:)

On orders for not less than the above quantity, we will pay freight to destination by lines of our own selection.

(HERE INSERT SUB-QUANTITY (if any) WITH INTER-MEDIATE DISCOUNT.)

It will not, however, be considered a violation of the above terms when wholesale agents, on their bills paid within ten (10) days, allow a discount not exceeding the customary eash discount on such goods in their section of country.

Believing that the sale of our goods to aggressive eutters and brokers is detrimental, not only to our business, but to that of the retail trade as well, we will decline to sell our preparations to any party supplying such cutters or brokers, either directly or indirectly, with our goods at any price.

Should complaints reach us that parties violate these terms, OR WE HAVE REASON TO BELIEVE THAT THEY HAVE DONE SO, we shall exercise our right, whenever we are satisfied that these terms have been violated, to decline the orders of parties who have failed to maintain them.

The above conditions are imperative, and the violation of them will be regarded as an abandonment of the rebate plan by any parties who have been acting as our wholesale distributing agents.

(BLANK REPLY.)

Frank A. Faxon, Chairman,

Kansas City, Mo.

Having read the conditions named in your eircular of May 5, 1900, we would state that it is our desire to act as agents for the several proprietors under the conditions stated.

(Signature).....

Replies eame in slowly. The larger houses of the country were generally prompt to accept the conditions of the new plan, but many of the smaller concerns were dilatory, and a few have never yet responded to the several communications sent them by the Chairman of this Committee. At this writing, however, those who have not sent in their acceptance

represent not more than one per cent of the distributing power of the trade in the United States, and are, therefore, an insignificant factor in the operation of the new plan.

On June 14 the proprietors who had signified their intention to adopt the plan were addressed as follows by circular letter:—

"Kansas City, Mo., June 14, 1900.

"Gentlemen:—I take pleasure in advising you that the wholesale drug trade of the United States has almost unanimously accepted the terms and conditions of the new plan for the distribution of proprietary goods, as fully set forth in the attached circular of May 5, which explains itself.

"I enclose a list of the jobbing druggists in the United States selected by you to act as your wholesale agents, all of whom have signified their acceptance of the new plan, except those marked with a star. Most of the latter have not expressed themselves on the question, although urgently requested to do so. You will observe that, numerically speaking, over 85 per cent of those on the list have expressed their desire to act as your wholesale agents under the terms proposed, and it is safe to say that these houses represent more than 95 per cent of the distributing power of the entire wholesale drug trade of the country.

"Everything is now prepared for you to go ahead and put the plan into effect, and this should be done as soon as practicable. In order that I may inform the trade of the date when the plan will go into operation generally, will you kindly advise me by early mail if you will supply the trade with your new term-sheet and schedule, to take effect July 1? The circular of May 5 contains the form of terms and conditions which you stated you would send to your wholesale agents upon the adoption of this plan.

"Anticipating the favor of an early reply, I am yours very truly,

Frank A. Faxon, Chairman."

Then occurred a long period of "masterly inactivity" on the part of several leading proprietors, and it was not until August I that the Chairman was ready to issue the following circular to the trade:—

NATIONAL WHOLESALE DRUGGISTS' ASSOCIA-TION.

OFFICE OF COMMITTEE ON PROPRIETARY GOODS.

Kansas City, Mo., August 1, 1900.

INAUGURATION OF NEW PLAN.

To Wholesale Druggists:-

The new plan for the distribution of proprietary medicines, as explained in my circular letter of May 5, has been accepted by the wholesale drug trade of the country, and is now in effect so far as the proprietors named within are concerned.

Most of these proprietors have issued new price-lists and term-sheets embracing the provisions of the plan. Others have as yet issued no new schedules, but will probably do so at an early date. At all events, every proprietor whose name appears in this list has stated definitely that he will confine his sales at best prices to a uniform list of jobbers, whom he has selected to act as his distributing agents, and that he will not sell to aggressive cutters and brokers, or to jobbers who supply such parties, either directly or indirectly.

It is hoped and believed that other proprietors will later on adopt this plan. In the meantime, the Chairman would recommend that its operation be extended to proprietary medicines generally by each jobber individually.

Of the wholesale druggists throughout the country, 88 per cent, numerically speaking, accepted the terms and conditions of this plan, and the 12 per cent from whom no replies were received consist of small dealers representing not more than 1 per cent of the total volume of distribution.

This plan has been urged upon the proprietors for a number

of years by both wholesalers and retailers, and it is hoped that the results to all parties interested will be gratifying.

Yours very truly,

Frank A. Faxon, Chairman.

The names of the proprietors heretofore referred to are as
follows:
The J. C. Ayer Co Lowell, Mass.
C. I. Hood & Co Lowell, Mass.
Lydia E. Pinkham Medicine Co Lynn, Mass.
F. E. Greene Boston, Mass.
World's Dispensary Medical
Association Buffalo, N. Y.
Dr. D. Jayne & SonPhiladelphia, Pa.
The Piso Company Warren, Pa.
California Fig Syrup Co San Francisco, Cal.
The Centaur Co New York City.
The Peruna Drug Mfg. Co Columbus, O.
Dr. Kilmer & Co Binghamton, N. Y.
Dr. Miles Medical Co Elkhart, Ind.
J. W. Campion & Co Philadelphia, Pa.
Kickapoo Indian Medicine CoNew Haven, Conn.
J. M. Grosvenor & Co Boston, Mass.
Sterling Remedy Co Chicago and New York.
Dr. Seth Arnold Medical CorporationWoonsocket, R. I.
The Athlophoros Co New Haven, Conn.
Battle & CoSt. Louis, Mo.
Brown Medicine Co Erie, Pa.
N. K. Brown Medicine CoBurlington, Vt.
Chamberlain Medicine Co Des Moines, Ia.
Chattanooga Medicine Co Chattanooga, Tenn.
Crab Orchard Water Co Louisville, Ky.
E. C. DeWitt & CoChicago, Ill.
Ely BrothersNew York City.
M. M. FennerFredonia, N. Y.

William Fosgate	. Auburn. N. Y
Seth W. Fowle & Sons	
Garfield Tea Co	
Gilpin, Langdon & Co	
Graefenberg Co	
G. G. Green	
J. H. Guild	
W. T. Hanson Co	
Henry, Johnson & Lord Co	
Henry Pharmacal Co	
W. H. Hill Co	
Hiscox Chemical Works	
T. H. Jackson & Co	. Quincy, Ill.
Lawrence-Williams Co	. Cleveland, O.
Norman Lichty Manufacturing Co	. Des Moines, Ia.
Lightning Medicine Co	. Muscatine, Ia.
Eli Lilly & Co	. Indianapolis, Ind.
Magee Emulsion Co	. Troy, N. Y.
Meade & Baker Carbolic Mouth	
Wash Co	. Richmond, Va.
Merchant's Gargling Oil Co	Lockport, N. Y.
J. S. Merrell Drug Co	. St. Louis, Mo.
Wm. S. Merrell Chemical Co	.Cincinnati, O.
Morgan Drug Co	. Brooklyn, N. Y.
Omega Chemical Co	.New York City.
Pabst Brewing Co	. Milwaukee, Wis.
Paris Medicine Co	St. Louis, Mo.
J. J. Pike & Co	. Chelsea, Mass.
E. C. Powers	. Boston, Mass.
Radway & Co	.New York City.
D. Ransom, Son & Co	.Buffalo, N. Y.
S. T. W. Sanford & Sons	. Long Island City, N. Y.
J. H. Schenck & Son	.Philadelphia, Pa.
R. Schiffman, M. D	St. Paul, Minn.

- J. Harrison Whitehurst Co..... Baltimore, Md.
- I. O. Woodruff & Co......New York City.

Orator F. Woodward......LeRoy, N. Y.

Woodward Chemical Co., Limited....Toronto, Can., & Buffalo,

N. Y.

In the foregoing list of 64 proprietors may be found the names of

Dr. Kilmer & Co...... Binghamton, N. Y.

Dr. Miles Medical Co..... Elkhart, Ind.

Chamberlain Medicine Co..... Des Moines, Ia.

M. M. Fenner, M. D. Auburn, N. Y.

Lightning Medicine Co...... Muscatine, Ia.

Omega Chemical Co......New York City,

neither of whom have heretofore marketed their goods on the Rebate Plan. They make a valuable acquisition, and are welcomed to the ranks of Rebate Proprietors.

The Chairman takes pleasure in mentioning here the name of Hall & Ruckel, who have placed the staple "Sozodont" in the list of rebate articles, with discounts to jobbers of 10 and 5 per cent, with free delivery.

Since the list of August 1st was published, other proprietors have adopted the new plan, and there will no doubt be frequent additions.

One firm of proprietors was doubtless surprised, disappointed and chagrined at the success attending the Committee's efforts in securing the individual acceptance of the jobbers. The Wells & Richardson Co. were one of the original five who accepted the plan and pledged their support to it. Yet, since they were advised of its acceptance by the jobbers and requested to issue a new term-sheet in harmony with the plan, they have persistently neglected to answer communications from either the Chairman of the Proprietary Committee or the Chairman of the Executive Committee of the N. A. R. D. The Chairman of the Proprietary Committee addressed them

by mail, and finally requested them by wire to extend the courtesy of a reply to his previous communications; but up to this moment no recognition of any kind has been given. Mr. Holliday, for the retailers, had a similar experience.

Attention is called to the latest price-list of Donald Kennedy, Roxbury, Mass., wherein freight allowance is withdrawn, and in which the wholesale quantity is reduced to a twelfth of a dozen. Mr. Kennedy has also eliminated from his schedule the clause which fixed the selling price to the retail trade, thus practically removing his goods from the rebate list. The individual action of jobbers on the Kennedy line of remedies will be watched with interest.

The number of names at present on the list of recognized jobbers is 398. The number on the old list, which was arranged by the N. W. D. A. Committee alone, was 387. Thus the adoption of the new plan has caused an increase of only 11 names in the list of wholesale drug distributers.

It is hoped that the tripartite plan may greatly modify, if it does not cure, existing evils. It ought to prove a valuable arrangement. It is certainly an advantage to the proprietor to deal direct only with his wholesale agents; and since the great army of retail distributers demand that he do this, there should exist in his mind no doubt of its policy. With 400 wholesale distributers located throughout the country he is assuredly guaranteed a full and free circulation of his products. To the proprietor, the plan ought to be especially satisfactory.

The jobber, so long as the present plan is operative, is relieved from the competition of buying clubs, which have of late been springing into existence in many of the larger cities, and he has practically assured to him the sale of proprietary articles to most of the large-buying retailers. The ninety and nine fair-price retailers say to the wholesaler, we will pay you full prices for proprietary goods and buy them all of you if you will protect us from the one who is demoralizing trade and under-

mining our business, and we will take it upon ourselves to designate the one. They thus take the real responsibility of the plan upon themselves. The plan is the retailers' plan. They started it. The jobbers endorsed it, and the proprietors accepted it. The retailers are pledged to its success and only ask our co-operation. This should be all the more readily given, for in helping them we help ourselves. Our retail friends are now, it would seem, in possession of means to greatly modify the ills that afflict them. They have been urged to organize. They have organized. In their hands is now a weapon to be used in their own defense. May they use it wisely and well.

The proprietors who have adopted the new plan are, to the extent of a large majority, unquestionably in sympathy with it, and they will be loyal to it. Some, it is true, find it a little difficult to decline orders from retailers whom they formerly recognized as jobbers, but if each and every proprietor had an excepted list, the purposes of the plan would be speedily defeated. The main value of the plan is that the list of distributers is definite and uniform. This is what the jobber has long wanted, and it is what the retailers now demand.

The rebate plan would be safer if each individual wholesale druggist in the country made it a part of his business to see that it was maintained. Too much confidence is placed in the ability of the Proprietary Committee to keep it inviolate.

Of the 400 jobbing druggists in the United States, less than half are members of this Association; and of those who are members, only about one-fourth attend our annual meetings. Every jobber should keep in touch with the work of this organization. He should be a part of it, and do his share of work like a man. He should think it unworthy to reap where others sow. What a power there would be in an Association of 300 or more members, all keenly alive to the issues involved, and all meeting for mutual consultation and suggestion once every twelve months. Every member of the N. W. D. A.

would do well to consider himself a Committee of One on Membership, and strive to make the list of members what it ought to be. Experience shows that a drug jobber is more effective in the work when in the Association than on the outside.

The rebate plan was born of necessity. It has existed for two decades, and its protective features were never needed more than now. We are giving away our boxes, and we are not charging for cartage. The rebate plan is about all that is left.

In the seventh annual report written by Mr. Kline for the Committee on Proprietary Articles, and presented at the New York meeting in 1894, the value of the plan is thus tersely stated:—

"Through all these years this organization has constantly and uniformly maintained its attitude in favor of the system. and the members, with a unanimity rarely experienced in business organizations, have supported it by their votes in the conventions or by letters sent to this Committee, and by their loyal and cheerful adherence to its restrictions, although many houses of large capital and enterprise found these limited and localized their business. This attitude on the part of the wholesale druggists is not due entirely, or even largely, to that esprit de corps which they possess in an unusual degree, but rather to the fact that the maintenance of the system is absolutely necessary to the very existence of the jobbing drug business. Facts and figures to prove the correctness of this proposition have frequently been given in previous reports, and need not here again be cited; they are as well known to the youngest member of the trade as to the veteran in its ranks.

"It seems particularly important at this time to refer also to the value of the plan to the manufacturers of proprietary articles, since the Chairman and other members of the Committee have been frequently questioned by members of this class concerning the benefits accruing to a manufacturer under a

system which hampers his business with restrictions, constantly involving the refusal of orders which he imagines never return to him from any other quarter. It has become more and more apparent to this Committee that serious misgivings have taken possession of the minds of many proprietors as to the policy of refusing supplies to the party who is and always has been a liberal buyer, who offers his services in the suavest manner, and puts himself in the attitude of being perfectly willing to distribute these products on the basis of a 5 per cent margin. It may be profitable to refer to what the most prominent and astute proprietors fully understand would be the status of their business at this time if the conditions prevailing prior to 1882 had continued all these years. Proprietary medicines would have been an incubus upon the wholesale drug business, which they, in their individual and organized capacity, would long since have cast off. To have a fair remuneration secured under this plan has unquestionably been of great aid to the manufacturer in his distribution, and aside from the disposition which most of them have shown to properly remunerate the dealer, this system has a business value to him not second to the interest the jobber has in the plan. It may be remarked by some, "If this is so, why have some prominent articles, which are active and profitless preparations, not more largely suffered?" Our answer is that these are, and have been all these years, carried along by the action of the other and vast majority of manufacturers, and that the inaction of the makers of the lines referred to is all the more to be condemned because, while manifestly benefiting by the co-operation with the wholesale druggist of their fellows, they refuse to join them in a course which would involve some sacrifices on their part."

That the plan is a good one for the proprietor there can be no doubt. Leading manufacturers have repeatedly said that it was. It has been to a large extent the life of the proprietary medicine business. Jobbers will never again consent to handle

proprietary goods at cost or less than cost, as they did twenty years ago. The destruction of the rebate plan would mean a revolution in the so-called patent medicine business.

The situation at this time is one for encouragement, as evidenced by reports from members of this Committee in widely separated districts. From the East comes the cheering word: "The condition of the rebate plan in our territory is gratifying and better than it has been for years. The past year has shown a tendency to adhere to the plan, and there have been practically no complaints of a cut in the price of rebate articles on the part of the regular jobbing trade."

From the West: "I think the rebate plan, taking it as a whole, is well maintained in our territory. I believe the plan is stronger now than it has ever been."

From farther West: "While there is no question in my mind but what the rebate plan is being violated in some directions. I have no direct proof that it is. Furthermore, I do not believe that any plan that can be devised will be absolutely perfect. If we can maintain the present status of the rebate plan, in my opinion we are accomplishing all that we can reasonably be expected to do."

Other reports were received of similar tenor.

The rebate plan is not perfect; no human thing is. The Chairman of the Committee has never expected to see conditions better than they now are. His hope has been that they would become no worse, and to this end he has directed his best efforts. Many troubles are reported to him that ought to be cured locally. A distant jobber will send a complaint a thousand miles when it ought to go no farther than the next block. From sections where active local organizations exist but few complaints reach the Chairman. This is the way it should be. Every jobber should belong to a local association, and he should count it time well spent in attending a meeting of his neighbors every month, or oftener if necessary.

We hear of freight allowances, equalizations, etc. This is a pernicious custom, and surely not in accord with sound business principles. It is a most disreputable method of evading the letter and spirit of rebate contracts.

The habit of dividing quantities with neighboring jobbers has grown, and is susceptible of endless abuse. We should get the rebate plan back to its original status.

One element of weakness in the plan is a belief in violations that never occur. Traveling men, with all their excellent qualities, are prone to believe hard things of the "other house." One traveler reported an invoice of rebate goods, billed at proper prices, on which he said was stamped the words, "Please send us freight bill on receipt of goods." A letter press copy of this particular invoice gave a different meaning, for it read: "This shipment is due at your freight depot May 23. If you do not receive the goods by that time, please mail us freight bill upon arrival of goods."

Another report was that an agent for a rival house had mailed advance cards upon which was written "Freights Prepaid." A careful examination of one of the cards in question showed that the words written were not "Freights Prepaid," but "Drugs and Perfumes."

Still, violations do occur, and it has been the untiring effort of this Committee to secure proofs of them. It is hoped that those proprietors who, in their contracts, make use of the phrase "Should complaints reach us that parties violate these terms, or we have reason to believe that they have done so, we shall exercise our right, to decline the orders of parties who have failed to maintain them," will require no stronger proof than indicated in the clause quoted.

There are houses that have failed to recognize that trade has become localized, not because of the rebate plan, but as the inevitable result of growth and enterprise. The tendency is ever in that direction; and wherever a jobber scrambles for

trade that is more quickly and cheaply supplied from elsewhere, there the rebate plan is in danger.

If the present tripartite plan does not result in a satisfactory control of rebated articles, the Committee would again urge that the rebate on leading proprietary articles be withheld for a period of three months. In the opinion of the Chairman, we will in the end come to this; and when we do, the rebate plan will be on a stronger base than it has ever been.

The fears expressed a year ago that the increase in annual dues would greatly reduce our membership have proven groundless. The Association is at this time nearly as large as it ever was, but the membership roll should be much longer when we meet in the new century.

The last edition of the Rebate List is nearly exhausted, and another issue will soon be necessary. While it is proper and reasonable to furnish copies to members at exact cost, those who contribute nothing to the expense of this organization should be required to pay considerably more.

The services of Mr. Holliday during the year now closing have been wholly satisfactory. He has found much important work to do, and has proven himself to be the right man in the right place. Secretary Toms has had much experience in the work, and this, in connection with superior natural qualifications, makes him a most valuable assistant. The retiring Chairman is pleased to express his sense of obligation to them both. Respectfully submitted. Frank A. Faxon, Chairman.

The reading of the report was followed by loud applause.

Mr. Kline—I move you, sir, that, instead of this report taking the usual course, we proceed to do what we have done at several of our annual meetings, namely, to discuss, in part at least, the report; and, as the discussion may possibly be of a nature that would render

it important that we should go into executive session, I move that we go into executive session for the purpose of discussing this report.

President Frisbie—The chair would rule that, under our constitution, this report must be referred to the Board of Control. It can, however, be immediately reported back, and then the chair can entertain a motion. If there is no objection to this position, the chair will refer the report of the Committee on Proprietary Goods to the Board of Control. There being no objection, the report is so referred.

Mr. Shoemaker—The Chairman of the Board of Control, feeling the importance of this measure, which is the most important matter which has been presented to the meeting, recommends that the report be referred back to the Association, to be discussed in accordance with the suggestion made.

President Frisbie—Gentlemen, you hear the recommendation of the Chairman of the Board of Control. If there is no objection, the report will be brought before you for discussion. There being no objection, the report is now before you for discussion. The motion of Mr. Kline will now be in order, which, as the chair understands, is that we go into executive session to consider this report.

Mr. DeWitt—May I have the privilege of saying a word? I am a member of the Proprietary Association, but not of the Wholesale Druggists' Association, and I would like to say a few words on the subject of this report before the Association goes into executive session.

Mr. Kline—May I make an amendment to the motion? When I referred to an executive session I did not contemplate that any of the proprietors or retailers who are

here should be excluded from our meeting, and I should deprecate any such action. What I did mean by an executive session is that any outside persons not interested in either of these three branches, reporters or otherwise, should be requested to retire. I hope that the courtesy of the floor will be extended to proprietors and retailers present, whether they are members of this Association or not. To make the motion more clear, I move that we go into executive session, but that the members of the Proprietary Association and the representatives of the Retail Association, who are not members of our Association, be invited to remain with us. (Carried.)

The meeting then went into executive session, to consider the report of the Committee on Proprietary Goods. The following members participated in the discussion: Messrs. DeWitt, Carter, Jones, Faxon, Schneider, Kline, Holliday, Lange, Eliel, Sharp and Peter.

At the conclusion of the session Mr. Kline made the following motion:—

Mr. Kline—After the discussion which we have now had I move that the report of the Committee and discussion be referred to the Board of Control for their action, and be reported back to us; and that the discussion upon this question, which the stenographer has taken down, be submitted to the counsel of the Association before it is published in any of the journals or in any of our proceedings. I make the motion for this reason: There has been a good deal said this morning which it may not be advisable to publish to the world, but if our counsel approves of the publication of the report it may be a good thing to send it out, and for that reason I make this motion. (Motion carried.)

The meeting then adjourned.

FOURTH SESSION.

Thursday, September 20th, 1900.

President Frisbie called the meeting to order at 10:20 A. M.

The minutes of the last meeting were read and approved.

President Frisbie—Is the Committee on Time and Place of Meeting ready to report?

Mr. Snow—The Committee will be ready to report in one hour.

President Frisbie—We will give the Committee further time. The next in order is the report of the Committee on Nominations.

Mr. Cutler—I do not see the Chairman of the Committee here. The Committee is ready to report, however.

President Frisbie—I understand the Chairmen of these Committees are engaged in committee meetings, and if there is no objection we will defer this business. The next in order will be the report of the Auditing Committee.

Mr. Cowan—The Auditing Committee respectfully submits the following report:—

REPORT OF AUDITING COMMITTEE.

Your Committee has examined the report of the Treasurer, with vouchers, and takes great pleasure in stating that we found the same correct.

Respectfully submitted,

David M. Cowan,

H. B. Fairchild.

On motion the report of the Committee was received.

Secretary Merriam read the following telegram from the Brights Chemical Company: "The manufacturers of Bright's Kidney Beans, Little Falls, N. Y., send greetings."

President Frisbie—The regular order of business will now be resumed. We will hear from the Board of Control on such reports as they have ready. The first report will be the report of the Board of Control on the report of the Committee on Drug Market.

Mr. Shoemaker read the report:—

REPORT OF BOARD OF CONTROL ON DRUG MARKET.

This committee, the duties of which are so laborious in their character, has been fortunate in having for its Chairman this year Mr. Thomas M. Curtius, who has given us a detailed and accurate picture of the course of the market during the past year. Those who are in the habit of basing their predictions of future prices on the records of past sales will no doubt find this a valuable addition to their existing literature on the subject.

On motion the report of the Board of Control was adopted.

President Frisbie—We will now have the report of the Board of Control on the Special Committee on Commercial Travelers.

Mr. Shoemaker read the report:—

REPORT OF BOARD OF CONTROL ON COMMERCIAL TRAVELERS.

No doubt it will be remembered that from the beginning this Association had a regular committee on Commercial Travelers, and during the last three years a special committee on Commercial Travelers. The latter is the report which we are now called upon to consider. We are inclined to think that many have not attached sufficient importance to the possibilities of this committee. It has always been largely composed of the very best of the traveling fraternity, who visit the wholesale houses; men of upright personal character, of undoubted ability and of pleasing address. It may readily be seen that there is a wide field for such men to advance the interests of this Association in many directions. To them we extend our thanks for what they have done in the past and express the hope that they will continue to help us in the future.

On motion the report of the Board of Control was adopted.

President Frisbie—If the Chairman of the Committee on Membership is ready to report we will now hear him.

Mr. Benjamin—The Committee on Membership report favorably on the name of the Owen & Moore Drug Company, Clarksville, Tenn., reported yesterday.

On motion the Secretary was authorized to cast the ballot of the Association for this company as an active member.

The Secretary duly cast the ballot and the Owen & Moore Drug Company was declared to be an active member of the Association.

President Frisbie-We will have the report of the Board of Control on the report of the Committee on Paris Green.

Mr. Shoemaker read the report:—

REPORT OF BOARD OF CONTROL ON PARIS GREEN.

This committee was appointed with the specific object of inducing the manufacturers, if possible, to unite on a combination schedule and a restricted selling-price. Experience has taught us that this is the only basis on which a reasonable profit can be secured by wholesalers. Through no fault of theirs they did not succeed in accomplishing the desired results. Their recommendation, however, is approved and the following resolution offered:—

Resolved, That the incoming Committee on Paris Green be instructed to use all possible effort to promote united action among the manufacturers, and, if possible, to induce them to place their sale of the article on a restricted or rebate schedule.

On motion the report of the Board of Control was adopted.

President Frisbie—We next have the report of the Board of Control on the report of the Committee on Trade-Marks.

Mr. Shoemaker read the report:—

REPORT OF BOARD OF CONTROL ON TRADE MARKS.

The interesting report presented by Mr. Rose and his committee deserves re-reading and careful consideration. It is apparently a thorough history of the events occurring in this line during the past year, which are likely to interest the members of our Association. No recommendations are made, and consequently no action on the part of the Association seems to be called for. We especially call attention, however, to the advance which is constantly being made in the decisions of the

courts in regard to what is termed unfair competition in trade. The trend of decisions in these matters seems constantly to be more and more towards complete protection of the rights of the proprietor.

On motion the report of the Board of Control was adopted.

President Frisbie—The next business is the report of the Board of Control on the report of the Committee on Transportation.

Mr. Shoemaker read the report:—

REPORT OF THE BOARD OF CONTROL ON TRANS-PORTATION.

The report of this committee calls attention in an interesting way to a very serious question now existing in trade circles. namely, the difference between C. L. and L. C. L. rates.

We cannot, however, endorse the recommendation of the committee that a permanent committee should be appointed with necessary authority to expend money and to employ the services of a competent Secretary. With the present financial condition of this Association we do not believe that a sufficient sum to conduct such work on a reasonable basis can conveniently be spared, nor do we think it advisable, for other reasons. Nearly every large city has its Board of Trade or Trades League or both, and it seems to us that whatever efforts the members of this Association wish to make in this direction could be made more effectually through a large number of channels than through a bureau of their own, no matter how competent or efficient the manager might be.

It therefore seems to us that the most important field for the work of the committee consists in continued, watchful observance of the problems which develop in connection with transportation, and in making recommendations which may be taken up and acted upon by these various commercial bodies throughout the land.

On motion the report of the Board of Control was adopted.

President Frisbie—Mr. Weller, are you ready to make a report for the Committee on Fire Insurance?

Mr. Weller—I have the report, and with your permission, Mr. President, I will hand it to Mr. Toms to read.

Mr. Toms read the report:—

REPORT OF COMMITTEE ON FIRE INSURANCE.

Mr. President and Gentlemen of the Convention:—Because of my annual hayfever affliction, just at this time of the year. I am deprived the very great pleasure of being with you in person. In spirt, however, I am with you in the highest degree and in the fullest measure, in all your business sessions and social greetings. I specially pledge my loyal support to the Committee on Proprietary Goods. The splendid work of this committee—calculated ultimately to greatly improve the financial condition of our patrons, the Retail Druggist, is deserving of the highest praise. The campaign for the betterment of the Retail Druggist, inaugurated by this Committee, should be continued with all the vim, and vigor, energy and effort at the command of this Association.

Let us not forget that the prosperity of the retailer insures prosperity of the wholesaler. Our interests are joint, and jointly let us pull together hand in hand until complete victory crowns the efforts so wisely begun by the Committee on Proprietary Goods.

In this neck of the woods there are no stenographers nor

typewriters, so I am forced to submit a "hand-made" report on Fire Insurance.

Dictating to a stenographer calls only for the gentle wagging of the jawbone, but doing the chirographic work causes irritation of a set of nerves which were overworked before the days of stenographers and typewriters, hence this will be a brief report.

The fire loss in the United States and Canada the first six months of 1900 was \$116,908,000, as against \$77,126,150 in 1899, and \$67,166,850 in 1898. An increase of fire loss over last year for the first six months of almost forty million dollars and almost fifty million dollars more than the first six months of 1898.

These figures are no more colossal than astounding. Naturally the query arises to what causes can this phenomenal increase be attributed? Primarily to numerous little things, but chiefly gross and criminal carelessness. Thoughtlessness, negligence and ignorance are to blame for the millions of dollars worth of property that is annually consumed by fire.

The phenomenal prosperity of this country the past three years has called for the utmost limit of the output of corporations and firms. This condition has largely increased the fire hazard. Overworked managers and employes have had no time to look after—physical hazard—the 100 little things that are the primary causes of fires. Ignorant employes are permitted to handle dangerous fluids in a reckless manner, and electric wires located where the insulation is chafed off by friction passes unnoticed. Too much prosperity seems to be a greater element of calamity to fire insurance companies than an era of business depression.

You can't make something from nothing. The law of equivalents is inexorable; consequently insurance rates will be advanced until the equivalent is restored and the scales are balanced. Now it behooves us more than ever to look sharply

after the physical fire hazard of our establishments, and enforce with military discipline rules and regulations to prevent fires, so that by our record we may be able to show why we are entitled to reasonable and equitable rates. A wholesale drug house should be swept up daily from cellar to garret; every nook and corner behind radiators and in the closets, and dirt and rubbish removed from the premises. Failing in this one item very largely increases the physical hazard and causes fires. The loss is paid to the insured, but the tax to indemnify insurance companies is laid on all of us. Recently a large wholesale drug house was notified to clean up the establishment or surrender its insurance policies. If a druggist is too greedy or penurious to clean up he should pay double rates for insurance.

The insurance representative in this case deserves a gold medal from the trade as a rare exception of his class—he is an inspector who inspects. Inspectors should always be welcomed and shown through the establishment by some one in authority. Just criticism should be thankfully received and all good suggestions faithfully carried out.

The vast army of insurance solicitors are mere barnacles on the trade, who render no equivalent to any one, but merely take toll as the policy passes through. Fire insurance seems to be the asylum for the unfortunates in all callings. Broken down ministers and school teachers, impecunious business men and politicians. This condition is most unbusinesslike, but will never be changed until insurance companies cease paying such outrageous commissions to their agents and make the limit 15 per cent. Then, in such an event, all insurance should be placed direct with the authorized representative in his office, and wholly ignore the army of supernumeraries who now solicit insurance.

Don't scatter your policies in small doses. Better select one or two, possibly three or four, if the business is large, able, experienced underwriters. The larger the business the more

motive an underwriter will have to look after your interests and frequently inspect your plant. The underwriter who fails to inspect your establishment frequently should be ignored when policies are renewed at the end of the year.

Don't turn your insurance over to brokers. Stand close to one or more able underwriters, then if you should have a fire loss he or they will stand close to you. That's human nature.

Don't rely wholly upon automatic sprinklers for protection. The system is not perfect; the sprinklers do not always ring the alarm. In two instances this year where the fire loss was trifling the loss by water was \$100,000 in each case.

The alarm signal failed to work, but the sprinklers sprinkled all night as the stars twinkled all night.

Local underwriters should employ at their expense a competent sprinkler mechanic, to inspect all automatic sprinkler equipments at least once a week.

"Co-insurance" was not made entirely clear in report of last year, we therefore submit the following example:

Mr. Blank at time of taking insurance has stock to the value of \$100,000. He agrees to carry insurance to the amount of 80 per cent of value, and has an 80 per cent co-insurance clause attached to his policies. During the course of the year his stock has increased \$50,000 and a fire occurs; he has forgotten to increase his insurance, and still has only \$80,000 insurance with value of \$150,000, while the 80 per cent co-insurance clause requires \$120,000 insurance; that sum being 80 per cent of \$150,000. The clause reads as follows:—

PERCENTAGE CO-INSURANCE CLAUSE.

If at the time of fire the whole amount of insurance on the property covered by this policy shall be less than 80 per cent of the actual cash value thereof, this company shall in case of loss or damage be liable for only such portion of such loss or damage as the amount insured by this policy shall bear to the said 80 per cent of the actual cash value of such property.

Result—He receives such portion of his insurance as the amount insured, viz., \$80,000 bears to 80 per cent of value, viz., \$120,000, or 80-120ths of his insurance—two-thirds of \$80,000.

Co-insurance without doubt is a wise measure for the protection of both insurance companies and the insured. But the insured must see to it that he keeps faith and carries 80 per cent of insurance all the time, so as not to become a co-insurer for more than 20 per cent. Fires caused by spontaneous combustion in clothing stores don't occur where co-insurance is in force. That's no joke.

Electricity—The largely increased use of electric lights and electric power has been the cause of many fires. The great danger is at night when wholesale houses are closed, but when the electric power is at its highest pressure. One of my associates on this committee informs me that the electric power in his store is cut off every night at close of business. This idea is certainly invaluable to all of us, and the wise ones will return and have this new idea applied at once.

Perhaps the earliest record of fire protection is found in the Bible. Shadrach, Neshack and Abednego, three Israelites, were put in a fiery furnace and came out all right. Pat, with his proverbial wit, when this incident was related to him, promptly replied: "And did yez niver hear of an Israelite that didn't come out of a fire all right."

Your committee this year was composed of 26 leading firms in the trade. An urgent appeal by letter was sent to each firm, asking for an expression on the following queries:—

How to prevent fires?

How to reduce physical fire hazard.

Original useful ideas to prevent fires?

Causes and origin of fires within your knowledge?

The responses were gratifying and contain much useful information and valuable ideas.

One of the oldest and largest contributed a four-page letter

giving in detail their system for prevention of fire. This firm have never had a loss by fire. Evidently they believe in prevention as better than cure.

Another member writes: "Never had a fire, therefore have not given the subject any attention. We doubtless would if we had experienced a fire." This firm will lock the stable after the horse is stolen.

To include all these letters would make this report too long. Besides we all know that wholesale druggists are overworked and give too much attention to getting trade away from competitors. When they attend this annual meeting they are here for a vacation, for rest and for a social good time. They do not half absorb the good things that are served up by the few workers, except when the sound of revelry is heard in the banquet hall.

Now in order that every member may have the fullest benefit of past reports, we recommend that the incoming committee pursue the matter further, and as early as possible print in pamphlet form and mail to each member a copy turning on all the light possible on the following subjects:

- I. Origin of fires in stocks of chemicals and drugs.
- 2. List of hazardous chemicals, drugs and fluids, and how they should be stored and handled.
 - 3. How best to organize a fire brigade within the house.
- 4. How to equip a drug house so as to promptly extinguish a fire if one occurs.

"A little fire is quickly trodden out,
Which being suffered, rivers cannot quench."
Respectfully submitted,
Daniel Myers, Chairman.

President Frisbie—Gentlemen, this report will take the usual course and be referred to the Board of Control. The chair understands that a number of the members are in committee meeting, and that there are a few others down stairs who should be here, and if Mr. Hubbard will kindly step down stairs and notify them to attend this meeting we will take a recess for ten minutes.

(Meeting reconvened at 11:10 A. M.)

President Frisbie—The first report will be that of the Committee on Time and Place. Is that Committee ready to report? If not, I will call upon the Committee on Nominations to make its report.

Mr. Hover—The report of the Committee on Nominations is as follows:—

REPORT OF COMMITTEE ON NOMINATIONS.

To the National Wholesale Druggists' Association:

Gentlemen:—Your Committee on Nominations met in the room of the Secretary at the Auditorium Hotel, immediately after the return of the party from the visit to Armour's works, Chairman W. A. Hover in the chair. Charles F. Cutler was appointed secretary.

The following list of nominations was unanimously made: President—W. J. Walker, Albany, N. Y.

First Vice-President—Frank S. Churchill, Burlington, Ia. Second Vice-President—Frederick M. Robinson, New York. N. Y.

Third Vice-President—E. C. Smith, St. Joseph, Mo. Fourth Vice-President—H. W. Williams, Fort Worth, Tex. Fifth Vice-President—C. F. Michaels, San Francisco, Cal. Secretary—A. B. Merriam, Chicago, Ill.

Treasurer—S. E. Strong, Cleveland, O.

Board of Control—J. C. Fox, Atchison, Kan.; James Mc-Cord, LaCrosse, Wis.; Fred L. Carter, Boston, Mass.; M. Carey Peter, Louisville, Ky.; L. B. Hall, Cleveland, O.

Respectfully submitted,

Charles F. Cutler, Secretary.

President Frisbie—Gentlemen, you have heard the report of the Committee on Nominations. The rules require that this report shall be before the house two hours before any action is taken upon it. It is usual to appoint an hour when this report shall be taken up for action.

Mr. Noyes—I move that this report be taken up as the last business of this session, at 1:15 o'clock. (Carried.)

President Frisbie—The next business is the report of the Committee on Time and Place for the next meeting.

REPORT OF COMMITTEE ON TIME AND PLACE.

Mr. Weller-Mr. President and Gentlemen: Your committee have had a lengthy session and considered the claims of all the places which have been named in this connection, and after a great deal of careful consideration we have decided to present the name of the city of Montreal, Canada, for our next meeting. We do this principally for the reason that two gentlemen are here representing that city, who have invited us to go there; we have an invitation from the mayor of the city and from all the trade interests of that great business center. I am sure that those of you who attended our last meeting in Montreal will recall that meeting with a great deal of pleasure, and it seems to me and many others that the friendly relations existing between the people of Canada and the people of this country should be fostered to this extent, that we meet there at least once every ten or twelve years; and this invitation, coming to us in the way it has, we felt we could hardly decline. We, therefore, report in favor of the city of Montreal, and the time of meeting to be the second Monday in September, 1901.

President Frisbie—Gentlemen, you have heard the report of the Committee on Time and Place. The same rule applies to this as to the previous report, and if there

is no objection this report will be made the order of business next following the report of the Committee on Nominations.

(Vice-President Mesereau in the chair.)

Mr. Noyes—Before the regular order of business is taken up again, the committee appointed to consider the recommendations in the address of the President has a very brief report which it desires to submit.

REPORT OF THE COMMITTEE ON PRESIDENT'S ADDRESS.

To the National Wholesale Druggists' Association:

Gentlemen:—Your committee appointed to consider and report upon the recommendations of the President's address-would respectfully report that they have carefully considered the same and now beg leave to report:

That the matter of selling pharmaceuticals without labels be referred to the Committee on Legislation, as all such selling is, or ought to be, illegal.

That the promotion of sectional organizations (a very important matter) be referred to our present standing Committee on Relations with Local Associations, to whom such duty has already been assigned, requesting them carefully to consider the recommendations in the President's address.

While your committee is in hearty accord with the President in his desire to promote the efficiency of our permanent committees, we do not deem it advisable at this time to undertake their re-formation on the lines indicated in the address.

In view of the great importance of the pharmaceutical department of our business, we recommend that a standing or permanent committee of five be appointed in place of our present special committee.

Respectfully submitted,
Daniel R. Noyes, Chairman;
C. F. Weller,
M. Carey Peter, Committee.

Vice-President Mesereau—Gentlemen, what action will you take upon this report of the Committee?

Mr. Sharp—I move that the report of the Committee be adopted. (Carried.)

(President Frisbie in the chair.)

President Frisbie—The chair understands Mr. Faxon has a special announcement to make.

Mr. Faxon—Mr. Chairman and Gentlemen: This is a supplemental report to the report of the Committee on Proprietary Goods:—

SUPPLEMENTARY REPORT OF COMMITTEE ON PROPRIETARY GOODS.

To the National Wholesale Druggists' Association:

Gentlemen:—The Proprietary Committee desires to make the following supplemental report:

The telegram quoted below was received by the chairman of the committee yesterday evening: "Burlington, Vt., Sept. 19, 1900.—Our President and Treasurer have arrived to-day from Europe. We have decided to sign the proprietors' agreement.—Wells & Richardson Company."

Respectfully submitted,

Frank A. Faxon, Chairman.

President Frisbie—This report will be referred to the Board of Control. The report of the Board of Control

on the report of the Special Committee to take charge of suits brought against members is now in order.

REPORT OF BOARD OF CONTROL ON SUITS BROUGHT AGAINST MEMBERS.

It must be a source of gratification to all our members to have confirmed by this report the information previously given that thus far this Association has been successful in the legal contest forced upon us.

This result is doubly important for two reasons; first, because the decision of Judge Russell furnishes a very complete presentation of the equities of the case, and again because our course in this matter has been based on honest motives and broad business principles and dealing.

In this connection we think it manifestly just to refer to the time and efforts spent upon this case by the Chairman, Mr. M. N. Kline. To his sagacity, ability and unremitting efforts in the presentation of the case no doubt the results are largely due.

We believe that the special thanks of this Association are due him, and we recommend that they be given by a rising vote.

On motion the report of the Board of Control was adopted.

President Frisbie—The question now is on the adoption of the recommendation of this Committee, that a vote of thanks be given to Mr. Kline.

Mr. Kline—I appreciate very much the motive that inspires the suggestion, of course, but it seems to me there are many other gentlemen in this Association who have done very hard work, and I am really opposed to our commencing to take rising votes of thanks for any of us doing our duty in the premises. I do not think there is

a man in the room but would have done the same as I did if he had the information and was in position to do it. I was given the chairmanship of this Committee because I had conducted the affairs of the Proprietary Committee during the years in which these matters transpired concerning which we are in litigation. I cannot claim to have done very much work. The principal work I have done in connection with it was to furnish the data for the attorneys to proceed upon, and they did the work and got the pay, and you gentlemen furnished the money. I think it would be better to omit the rising vote of thanks.

President Frisbie—You all know how modest we are. gentlemen, and the modesty of Mr. Kline is remarkable.

The motion was put and the thanks of the Association unanimously tendered Mr. Kline.

President Frisbie—The next business will be the report of the Board of Control on the report of the Committee on Fire Insurance.

Mr. Shoemaker read the report:—

REPORT OF BOARD OF CONTROL ON FIRE INSURANCE.

The subject of fire insurance, so far as this Association is concerned, and the name of Mr. Daniel Myers are indissolubly connected. So far as we know, history contains no record of the Pyramids ever having been in a blaze, but if this had been, no doubt Mr. Myers would have been "on the ground" inquiring why there was no sprinkler system. His investigations into the subject of insurance from time to time have been most exhaustive, and we recommend that the incoming committee be requested to comply with the suggestions he makes. On motion the report of the Board of Control was adopted.

President Frisbie—We will now take up the report of the Board of Control on the report of the Committee on Proprietary Goods.

Mr. Shoemaker—This report was fully discussed yesterday, and we deem it only necessary to submit the following resolutions:—

REPORT OF BOARD OF CONTROL ON PROPRIETARY GOODS.

Mr. Shoemaker—In connection with the report of the Committee on Proprietary Goods we offer the following resolutions:

1. Resolved, That we reaffirm the action of the Association a year ago, as expressed in the following resolutions:

Resolved, That as it is as much for the interest of the manufacturer as the jobber that the contract plan should be continued, the active interest of both the manufacturer and the jobber should be secured.

Resolved, That the strength of the contract system lies in the manufacturers adhering to a recognized list of wholesale distributers, to whom sales at their largest quantity discount should be restricted.

Resolved, That the Chairman of the Proprietary Committee be requested to secure the acquiescence of each proprietor who sells his goods on the contract plan to such a list.

Resolved, That the Chairman of the Proprietary Committee be given control of sufficient funds to investigate all reported violations of rebate terms, with power to take such action as may be proper in the premises.

Resolved. That the recommendation made in the report.

that the rebate on leading proprietary articles be withheld for three months, be favorably recommended for consideration, provided the other work contemplated by the committee does not result in a more thorough control of rebated articles.

- 2. Resolved, That the thanks of this Association are extended to those proprietors who made the tripartite plan possible by their ready acceptance of the conditions of the same.
- 3. Resolved, That those proprietors who have as yet neglected to accept the new plan be respectfully urged to do so at an early date.
- 4. Resolved, That it is the urgent recommendation of this Association that every wholesale druggist in the country, in or out of this organization, co-operate in every reasonable manner with the retail trade in its efforts to secure protection by the operation of the tripartite plan.
- 5. Resolved, That the incoming Proprietary Committee is hereby instructed to issue a revised edition of the Rebate List at the earliest practicable time.

President Frisbie—The first question is on the acceptance of the report of the Committee on Proprietary Goods.

On motion the report of the Committee was accepted. President Frisbie—The question now is on the adoption of the report of the Board of Control and the several resolutions as presented by the Committee.

Mr. Noyes—I move that the several resolutions be adopted as a whole. (Carried.)

President Frisbie—The next business will be the report of the Board of Control on the report of the Committee on Deceased Members.

Mr. Shoemaker read the report:—

REPORT OF BOARD OF CONTROL ON DECEASED MEMBERS.

No matter what our rank or station, the well-known maxim that "In the midst of life we are in death," stands out constantly and prominently before us. This country had recently a most unusual sight. Thousands of employes of one of the largest corporations in the country, at a given signal, ceased their labors for five minutes as a tribute of respect to their deceased, beloved President. So it seems to us that it would be well for us to-day to pause at least for a moment and let our thoughts rest upon those of our number who have preceded us and whose achievements have been so carefully recorded in the report of this committee. The recommendation of the committee, that the Secretary be instructed to set apart in the journal of this convention a memorial page upon which the names of our departed friends shall be inscribed, is in accordance with our previous custom, and we therefore recommend its adoption.

On motion the report of the Board of Control was adopted.

President Frisbie—The next is the report of the Board of Control on the report of the Committee on Fraternal Relations.

Mr. Shoemaker read the report:—

REPORT OF BOARD OF CONTROL ON FRATERNAL RELATIONS.

The report of this committee is short but to the point. We all know that the facts stated are practically true. What this Association needs, more than anything else, is a change in this direction. The National Wholesale Drug Association should

act as a bond, not only to bring all the members of the jobbing trade into one united body, but likewise to increase cordiality and friendliness among the members of the trade in each jobbing center and section. Competition, however keen, should not act as a bar to social, friendly relations. On the contrary, improvement in this respect takes away the keenest sting of competition, which is personal distrust of a competitor. Any man who declines to meet other members of his trade on friendly ground, not only misses a personal gratification, but likewise pursues a bad business policy. We are happy to state that there are a number of large cities in which the wholesale drug trade are on the closest friendly terms. We hope that dealers in other cities may profit by their example.

On motion the report of the Board of Control was accepted.

President Frisbie—The next report will be that of the Board of Control on the report of the Committee on Paints, Oils and Glass.

Mr. Shoemaker read the report:—

REPORT OF BOARD OF CONTROL ON PAINTS, OILS AND GLASS.

This committee has given us a detailed and interesting history of the trend of affairs in the three lines under their control during the past year. While it is to be regretted that the prices in these lines do not show a larger profit, we especially call attention to the suggestion, "The fault lies largely with the jobbers themselves," which is undoubtedly true. No special recommendations are made by this committee, but it is hoped that the incoming committee will, of course, use all means at their command to increase the margin for jobbers if possible.

On motion the report was adopted.

President Frisbie—The next business will be the report of the Board of Control on the report of the Committee on Adulterations.

Mr. Shoemaker read the report:—

REPORT OF BOARD OF CONTROL ON ADULTERATIONS

The Chairman of this committee was undoubtedly in a pessimistic mood when he wrote this report. Your Board of Control, however, is not prepared to accept as correct the existence of such widespread adulterations as this report would indicate. We believe that the quality of the goods sold in our line is gradually but steadily improving, and we likewise believe the gradual improvement in the pharmaceutical education of retail druggists is steadily working in the same direction. This Association is on record as favoring the Brosius Bill, which has been before Congress for the last two or three years. This bill has been largely amended and improved through the agency of our members, and resolutions for the continuance of the support of the bill has already been offered in connection with the report of the Committee on Legislation.

In the meantime we especially desire to call attention to the necessity and desirability of having Pure Food Laws in all the States. State action in this respect is much more necessary than National action. If a dealer complains of adulterations on the part of his competitor, a National law will not prevent it if the competitor does the adulteration himself. A State law would prevent it. Every merchant, therefore, who feels deeply on this subject should make an earnest effort to have a Pure Food Law passed by his own particular State, and we recommend that this action be taken by all our members.

Mr. Kline—I think for the sake of giving a little variety to our proceedings we ought to discuss some of

these recommendations. I know we want to get away from here at 1:30, but I do believe we should enter into a consideration of some of these reports. I do not think the Board of Control would mean to cast any reflection upon the report which was made by Mr. Queeney. I do not believe anything of any moment was meant when it said that he was in a "pessimistic mood," but at the same time it might convey an idea in the minds of some people that we had found fault with the report which he presented. It seems to me that the object of the Committee on Adulterations is to find out and report upon adulterations. I do not think a report from that Committee which would say that everything is lovely and there are no adulterations, that everything was up to standard and the best we could hope for, would be of much use to this Association.

I think the report is exceedingly valuable to us, because it does point out adulterations which all of us recognize do exist, to a limited extent at least; and I hope very much that we shall encourage having brought to our attention matters which we believe to be wrong, and which we all know exist. There is one item in the report which is so outrageous that it ought to be printed in our proceedings in red ink, so that if our members do not read anything else they will read that, and that is where the Chairman of the Committee points out that a drug house received an order from some one who said that the house need not be particular about the quality of the drugs, because they were for a hospital. I am sure most of us could speak from personal experience as to having requests from unprincipled dealers, of which there are happily very few, making just such requests; and I just want to add my tribute to the very valuable report made by Mr. Queeney, and to say further it seems

to me that when men have taken so much trouble to bring such valuable data before us, some of us that are here present ought to get up and say something about these matters. I do not like to see these valuable reports passed by without any discussion and the only action taken upon them being the recommendations submitted by the Board of Control. I think that has a tendency to discourage our members from bringing valuable reports before us. I think this is a very valuable report, and it deserves a great deal of attention.

I agree with the recommendation of the Board of Control with reference to State legislation bearing on this question of adulteration; but the thing which will do more good than anything else is to bring to daylight and show up on our records what is going on in the way of rascality among the wholesale and retail druggists. More will come from bringing such matters into the light of day and talking about them, and in so far as we can bring our influence in making it discreditable, we will in this manner get more benefit than we would from any amount of legislation. I have not so much faith in legislation on the question of pure foods and drugs as I ought to have, because when you resort to legislation to make men honest you have a difficult job on your hands, but by education and having these matters freely discussed and all cases of wrong-doing of this kind openly published, you will accomplish more than we can by legislation.

Mr. Weller—The report presented by Mr. Queeney is certainly a very able one, and one that is of vital interest to every member of this Association. I would, therefore, move that it be taken up in sections and that we discuss each section separately. I think this report should have a great deal of careful attention.

President Frisbie—The chair thinks that is due to this

report. I know personally that Mr. Queeney devoted a great deal of time to it, and I would be glad indeed to see the matter discussed. If there is no objection the course suggested by Mr. Weller will be adopted, and the report taken up item by item for discussion.

Mr. Kline—Do I understand Mr. Weller to desire the entire report read again? That would be going to the extreme. I think the matters touched upon in the report are remembered by most of us, but to read the report over again and discuss each item would consume a great deal of time.

Mr. Shoemaker—The Chairman of this Committee ends his report with six recommendations. Perhaps it may be that Mr. Weller desires a discussion on these recommendations. If such is the case I can read those, without reading any other part of the report. The first recommendation is:—

"That we deprecate the sale of misbranded and adulterated foods and drugs."

President Frisbie—Gentlemen, you have heard the first recommendation of the Committee.

Mr. Kline—I move that the recommendation be indorsed by this Association. (Carried.)

Mr. Shoemaker—The second recommendation is:—

"That we constantly keep before us the importance of quality in the products we sell, on many of which life is often dependent."

President Frisbie—You have heard the second recommendation of the Committee; what action shall you take?

Mr. Noyes—I move that the recommendation be adopted. (Carried.)

Mr. Shoemaker—The third recommendation reads as follows:—

"That we reiterate our endorsement of the Brosius Purc Food and Drug Bill."

President Frisbie—Gentlemen, you have heard the third recommendation of the Committee; what action will you take upon it?

Mr. Sorby-Mr. President and Gentlemen: I believe it is provided in the Brosius Bill that the administration of the proposed pure food and drug law be left with the Department of Agriculture. If the Department of Agriculture continues to manufacture certain medicinal preparations, as it does now, it would be rather out of place for a competitor to pass upon the products of other manufacturers, and this Association has placed itself on record as being opposed to any governmental body manufacturing medicinal preparations of any kind. So long as the Government is in the manufacturing business I do not see how it can be intrusted with the administration of pure food and drug laws. Speaking for the firm I have the honor to represent, we should object to a competitor, the Department of Agriculture or any one else, passing on the purity of the products we place on the market. The same thing would probably hold good with any one else. When the question comes up as to which department should be intrusted with the administration of such a law this interesting information should be borne in mind. The department is doing excellent service in certain directions, but I am strongly opposed to its being intrusted with the administration of pure food and drug laws under the present conditions.

Mr. Kline—It seems to me that the Agricultural Department, having made an error, should hardly be sufficient cause for us to take the stand that we would not intrust it with anything else. The question that came before the Food Congress is whether the administrative

features of the Brosius Bill, which places the responsibility of its execution in the hands of the Commissioner of Agriculture, who is a member of the Cabinet, should be indorsed, or whether the other proposition which proposed to create a new office in the shape of a food commissioner, a National Food Commissioner, should be indorsed. As the proposition stood from the outset, the Department of Agriculture was placed in charge of the administrative features of this bill. The agricultural chemists were really the ones who would pass, under the bill, on the quality of food. At the very first Food Congress, at the instigation of the druggists present, we asked that the word "pharmaceutical" should be substituted for "agricultural chemists," and as it now stands, if the bill goes through as originally recommended, the Agricultural Department, in so far as it passes upon drugs, is committed to employ in that department pharmaceutical, and not agricultural, chemists to pass upon drugs. This is the way the Brosius Bill stands, and as far as I can understand, and the druggists present can understand, it is the most acceptable position it could be gotten into. I do not think because the Agricultural Department has made a mistake, if it is a mistake—and we have said in this Association by our action taken on a previous report, I believe, that it was a mistake for the department to have issued free certain forms of antitoxine—if such a mistake has been made, it should be corrected, if possible, through the efforts of this Committee, but I certainly do not think because they have made such a mistake we should oppose legislation regulating the sale of food and drugs by that department. If a member of the Cabinet, selected by the President of the United States with the greatest possible care, is intrusted with the administration of this bill, we can

assume it is further removed from the lower grade of politics than if we create another office and ask the President to appoint a food commissioner. I trust that we will simply conform to the previous action taken by this Association, in which we indorsed the Brosius Pure Food and Drug Bill. I therefore move the adoption of the third recommendation of the Committee. (Carried.)

President Frisbie—We will now take up the next recommendation of the Committee.

Mr. Shoemaker—The fourth recommendation is as follows:—

"That individually, and as an Association, we use our utmost endeavors to influence our legislators to push the bill to early and final passage at the next session of Congress."

On motion the recommendation was adopted.

Mr. Shoemaker—The fifth recommendation reads:—

"That we label correctly and definitely all the goods we sell."

On motion the recommendation was adopted.

Mr. Shoemaker—The sixth recommendation is as follows:—

"That we carefully consider the advisability of advocating the sale by assay—chemical or otherwise—of the drugs and medicinal products which contain alkaloids, resins, oils, oleoresins, and essential oils."

On motion the recommendation was adopted.

President Frisbie—The question is now on the adoption of the recommendations as a whole.

Mr. Kline-May I not hope that the Chairman of the Board of Control, before we adopt the resolution, will eliminate the expression "pessimistic"? I am afraid it might look to Mr. Queeney that we were a little bit dissatisfied with his report. I think the action of the Asso-

ciation has shown that we are very much pleased with it, and I hope, as we have adopted the recommendations, the Chairman of the Board of Control will change the report which he presented so that it will not express any idea of fault finding.

Mr. Shoemaker—The Chairman of the Board of Control has nothing but admiration for the amount of time which Mr. Queeney has taken in preparing his report, and the great pains to which he has gone in making it so full and complete. The Chairman of the Board of Control has looked upon the matter in a different light from what Mr. Queeney did; but certainly the last thing in the world we would wish to do would be to intimate that the report is not what it should be, and the word "pessimistic" will be eliminated. The Board of Control would ask the privilege to change its report so as to read as follows:—

"The report of this committee bears evidence of most painstaking effort and in this respect is to be commended. Your Board of Control, however, is not prepared to accept as correct the existence of such widespread adulterations as this report would indicate," etc.

Mr. Kline—With that modification I move the adoption of the report of the Board of Control. (Carried).

President Frisbie—I understand that the Committee on Membership has a report to make.

Mr. Polk—Mr. Benjamin, the Chairman of the Committee on Membership, is absent just at present, but Mr. Holliday hands me the name of the Wangler Drug Company, Waterloo, Ia., as an application for active membership.

President Frisbie—The chair will rule that this application must follow the usual course and be posted twenty-

four hours before action is taken on it. The next business is the report of the Board of Control on the report of the Committee on Credits and Collections.

Mr. Shoemaker—This report, as you know, is a full and complete one, and the report of the Board of Control contains half a dozen resolutions in connection therewith. I would suggest, if you will allow me, that I read the report as a whole, including these resolutions, and then the resolutions may be taken up afterward and acted upon separately.

Mr. Shoemaker read the report:

REPORT OF BOARD OF CONTROL ON CREDIT AND COLLECTIONS.

The report of this committee affords a scope for fruitful reading, and the Chairman certainly deserves the thanks of this Association for the results which he has laid before us. The subject is a most important one, and undoubtedly deserves the most careful thought of this Association. Several recommendations are made which we will take up in order.

The first one is in regard to our endorsement as an Association of the thirty-day basis for the sale of goods all over the country. The reasons for doing this have been given in such detail by this committee that it would be useless for us to repeat them, but we desire especially to point out the importance of this action from one particular point of view. While it is true that the nominal establishment of thirty-day terms would not necessarily mean that all bills would be paid in thirty days: still those of you who are credit men will appreciate this position. It occasionally happens that a retailer fails, and that we are unable to take action on a considerable part of our account because it is not yet due. Now, it can plainly be seen that if

our terms are thirty days, the percentage of a dangerous account which is still to mature is probably only one-half of what it would be on a sixty-day account. For this reason, and likewise because we believe it to be practicable and also because we think it is strictly in accordance with the trend of business affairs, we earnestly recommend the adoption of the following resolutions as prepared by this committee:

- I. Resolved. That it is the sense of this Association that the demands of the times require a modification of our present terms of sixty days and 1½ per cent for cash, to thirty days and 1 per cent for cash. These terms to apply to the sale of all merchandise other than sundries, liquors and cigars, said modified terms to be made effective on and after January 1, 1901.
- 2. Resolved, That the various local exchanges be requested to meet at an early date for the purpose of taking action on the provisions of the above resolution, for the purpose, if deemed necessary, of calling a general meeting of the members of the various local exchanges interested in a given territory to discuss and take action upon this question.

The next topic discussed is the propriety of establishing local credit mens' exchanges in connection with various drug exchanges through the country. We cheerfully recognize the merit of this suggestion, and in accordance therewith we offer the following resolution:

- 3. Resolved, That it is the sense of this Association that the trade might be greatly benefited by the establishment of an auxiliary association of credit men in connection with each local drug Association, Club or Exchange.
- 4. Resolved, That we recommend the formation of such adjuncts to each local Drug Association. Club or Exchange. While we recommend the adoption of these resolutions we must also request our members to note that the National Association of Credit Men is performing excellent services in this direction, and in all of the larger cities have flourishing local

branches already established. We do heartily recommend every member of our Association to become members, both of the National Association of Credit Men and of these Local Credit Mens' Associations. Their achievements in the direction of modifying and decreasing credit abuses, educating the retailer in general financial methods, and in preventing and detecting fraud have been most important. It must be remembered, however, that the work of the National Association is confined strictly to these lines. It is not in any sense a collecting agency.

We heartily agree with the recommendations of the committee in regard to the local organizations, and we desire specially to emphasize the importance of their conclusions. In accordance with their suggestions we recommend the following:

5. Resolved, That it is the sense of this Association that all of its members who do not already belong to some local organization composed of wholesale druggists should connect themselves with an Association of this character if such exists in their territory, or where such an Association does not exist, that they should interest themselves in the formation of such an Association.

We also concur most heartily in the remarks of the committee in regard to the importance of the commercial training of graduates in pharmacy, and in this connection offer the following resolutions as reported by the committee:

- 6. Resolved, That it is the sense of this Association that the commercial course of instruction already adopted by several of our leading colleges of pharmacy is of a character alike progressive and practical, which, if persisted in, will in time develop a class of graduates better adapted to meet the commercial requirements which will immediately surround them when once they embark on an independent career.
- 7. Resolved, That it is the sense of this Association that all colleges of pharmacy that have not already established a

commercial course of training should give the question careful consideration, and wherever consistent and practical make it incumbent on the part of every graduate to properly qualify under the requirements of such a course.

The next recommendation is in regard to the Bankruptcy Law. Notwithstanding the unfavorable summary of the reports received by this committee, we believe that the mercantile community at large is in favor of this law. The chief objection which has been urged against it has been due to a judicial decision of comparatively recent date, which establishes the position that a creditor is obliged to refund any payment on account made by a debtor if received within four months of the date of his bankruptcy before proving his claim, and this holds whether the creditor had knowledge of the debtor's bankrupt condition or not. In this connection we may call attention to a point brought out at a recent meeting of the Philadelphia Credit Mens' Association, namely, the importance from a bookkeeper's standpoint of having each remittance close an account up to a definite point. Many debtors who have running accounts are in the habit of remitting even amounts, say \$50, \$100 or \$200 on account, and never pay a certain bill of any certain size, and never close their account to any particular point. Now, it may readily be seen that if the cashier on receipt of such remittance divides it up into two parts, one closing the account to a certain period and the balance credited against the next ensuing bill, it will make a vast difference in the subsequent treatment of the account for two or three reasons. In the first place, if a debtor fails, it is a vast saving in the clerical labor to prove the account. In the second place, if the debtor goes into bankruptcy, those amounts which have been thus used to balance separate bills will not be required to be refunded. We commend this particular point to the careful attention of all bookkeepers, cashiers and credit men. Believing. as stated above, that the national bankruptcy law is generally

acceptable to the mercantile community at large, we recommend the adoption of the following resolutions as reported by this committee:

8. Resolved, That we favor the principles involved in the National Bankruptcy Law. That we urge through our representatives in Congress the adoption of such amendments as are necessary and proper to increase the efficiency of the present law, and that we favor the passage of what is known as the "Ray Bill," with this end in view.

President Frisbie—You have heard the report of the Board of Control on the report of the Committee on Credits and Collections. The first question is upon the acceptance of the report.

On motion the report was accepted.

President Frisbie—The question is now upon the adoption of the resolution as recommended by the Board of Control. What is your pleasure regarding them?

Mr. Kline—I move that the recommendations be taken up seriatim.

Mr. Shoemaker—The first two resolutions which are connected as follows:—

Resolved, That it is the sense of this Association that the demands of the times require a modification of our present terms of sixty days and I½ per cent for cash, to thirty days and I per cent for cash, these terms to apply to the sale of all merchandise other than sundries, liquors and cigars, said modified terms to be made effective on and after January I, 1901.

Resolved, That the various local exchanges be requested to meet at an early date for the purpose of taking action on the provisions of the above resolution, for the purpose, if deemed necessary, of calling a general meeting of the members of the various local exchanges interested in a given territory, to discuss and take action upon this question.

President Frisbie—These first two resolutions are before you for action.

Mr. Noyes-I think theoretically we are all in favor of that recommendation. I do not think there is a man here who would not like to see the terms shortened to 30 days and the rate of discount lessened. It is entirely in accord with the present conditions. The rates for money are lower and the old rates of discount were very generous for their time, and far too generous for the present time. It is a sensible and reasonable action. The only question is whether it is practicable in all parts of the country. In the East it is adopted and considered the order of the day, but in the Middle West it is not so considered. In the South it is an open question, and in the far West the rate of discount is still larger than any thing which has been referred to. I have for one always advocated this lessening of the discount. Some years ago, on the recommendation of this Association, and owing to an urgent desire on my part to see the change take place, I endeavored to make it and put into practical operation what had been recommended to us. was a total failure, and cost us a good of trouble and money, which it required some time to recover. At the same time I would say this, that at the first moment when it is practicable in the Northwest, I heartily and thoroughly and by conviction all along, stand in favor of such a reduction. I am willing to go into it whenever it is possible to make it practicable with us, and in voting for any such resolution, I should only vote for it theoretically, but practically would adopt it as soon as it could be adopted, and that is the only pledge I would be willing to make in regard to this resolution. I do not believe in adopting things to get them out of the way, and I don't believe when we differ

in opinion we ought to sit still without thoroughly discussing these questions. The real solution of the difficulties which are brought before us by these various reports consist in a full, free and open discussion and the obtaining of the consensus of opinion of the members. Of course, we have a large division of territory in this country and for that reason divers discounts and terms result; but I am heartily and thoroughly in favor of this resolution, as I am of free trade theoretically, and practically I believe in a little protection.

Mr. Martin—I am in the same position. It is a question which is a very serious one with us in Nashville, especially owing to local competition. We not only give 2 per cent or 60 days, but we extend the time of discount to 40 days in the city. Owing to the absence of any local Association in our State, we have not been able to correct this matter. I see no way out of it, and although I would vote for the resolution because it is my desire, and the desire of my house, to take such a position if it were possible, yet local competition insists upon making these terms, and until we can get a local Association to correct these conditions I cannot place myself on record as being in favor of it; in other words, I could not at the present time adopt in my own case the terms proposed.

Mr. Scott—The Committee scarcely expected it would at once be possible to make such a radical change in all sections of the country. In our own part of the Middle West it would not be possible to do that. Our discount is placed at one and one-half per cent, but when we come across our friends from Chicago we have to make it two per cent, and there you are. I fully agree with Mr. Noyes that it would be very desirable to have the change made. Conditions are entirely different now from what they

were twenty years ago when the present rates of discount were established, the rate of interest being so much lower at the present time; and the idea of the Committee in making this recommendation was to try if possible to effect an entering wedge, so that something might be done through the local Associations if possible in bringing this very desirable change into effect. I believe it is possible to accomplish something. We cannot sit back and say, "Yes, we are in favor of this; and when all of our neighbors come in then we will come in." There must be some give and take in the matter, and we must take it for granted that other people want to attain the same object we are after, I believe that if the various local Associations, such as the O. K. and I. Exchange, the Lake Erie, and all the other exchanges would take this matter up that much good could be accomplished, especially if we can get competing markets to agree to something of the same kind. There is no reason why it could not be done; and in every spirit of fairness and justice it should be done, and I believe it will be done.

Mr. Cutler—This question is one to which I have given a good deal of time. The gentleman who has just taken his seat thinks that this matter might be brought up in the local organizations. I would say that I brought this matter up twice in the New England Drug Exchange, and twice we have been unable to carry it through. Our general terms are thirty days and one per cent discount for cash, and in some instances firms have allowed a discount of one per cent for cash on receipt of the monthly statements, that is if paid within four or five days after receipt of the statement, and this seems to be the best we can do. We have tried pretty hard to get everybody to agree to these terms of one per cent in ten days, or in settlements twice a month, but

the local organization has not succeeded in getting everybody to agree to the terms.

Mr. M. Carey Peter—The committee recommended that this matter go to the organizations, and that some agreement, if possible, be reached by the first of next January. Of necessity, there will be variations in the administration of the terms. In the O. K. & I. Exchange, for example, there have been for years discriminations in the rate of discount, while our terms are identical. Certain parts of the territory give a discount of one and one-half per cent, and in other parts only one per cent. It creates no disturbance, and in fact it could be and will be made one per cent in thirty days. There are slight local variations on account of local conditions. I have heard no reason, except one, why there should not be a uniform rule and that the terms should be thirty days, and one per cent for cash; but, like my friend, Mr. Noyes, Mr. Martin and others, I do not believe it would be wise for me to say immediately upon returning home the terms of our house would be strictly thirty days. I believe, however, we can get all concerned to do this if we make a strong effort in that direction. I believe it only requires one grand rally on the part of all the local exchanges. Tennessee ought to have one of these exchanges, and if they do not get one in Tennessee, we will take them into the O. K. & I. Exchange if they will come.

Mr. Weller—I have always been on record as being in favor of uniform terms and rates of discount. I advocated this at the first meeting I attended of this Association. We have had report after report from the Chairman of this Committee; and in nearly every instance the Chairman has reported in favor of a discount of thirty days' time one per cent for cash in ten days. I believe all things are possible to the members of this organiza-

tion, and if we were to adopt uniform terms and discounts in every section of this country they could be maintained. I do not think we can maintain them simply through local organizations. These local organizations all lap over onto territory covered by some one else. If our rate is one per cent and the rate of Mr. Noves is two per cent we will run together in Montana or somewhere, and our terms will conflict. The time was never more ripe for such a change than the present. The rates of discount East and West are practically the same. You can borrow money west of the Mississippi as cheaply as in New York or in New England. It is worth no more. In fact, the East is coming West for money. The balance of trade is in favor of the West, and there is more money in the West than in the East; available funds to loan. There is no trouble about that question. idea of the West having to hang on to the East is a thing of the past. I am not in favor of local organizations handling this question. I am in favor of this Association as a body agreeing to this proposition, and that the fiat will go forth from this organization that the terms of the wholesale druggists of this country are thirty days, or one per cent discount for cash in ten days on everything we sell. If we adopt this proposition I think we can carry it through, and in less than six months there will not be a ripple on the surface.

Mr. Hall—I believe it is better not to adopt a resolution than to adopt it and not carry it out; and as our friend has just said, we have adopted resolutions of this kind before, but we have not carried them out. We come here and pass these resolutions, and we take no action on them afterward. When we adopt a thing of this kind we should adopt only such resolutions as we can carry out; and I am inclined to think that if our local Associa-

tions cannot control matters of this kind, certainly this Association cannot do so. There are many druggists who are not in this Association; there are people in this vicinity who are not in this Association, and we certainly cannot adopt resolutions which they will agree to. I think it is well to have a high standard to look up to and aim to reach, but to adopt such terms as are proposed and attempt to carry them out, I do not think we can do it here, and our proper course, I think, is to bring the matter before our local Associations and try to accomplish it through them if we can.

Mr. Hover—I would like to call the attention of the gentleman from Cleveland to the fact that, in adopting the resolution to which he refers, he adopts it in connection with the second resolution. This Association has several times gone on record as favoring the terms mentioned in the resolution. We are now on record on that point. In this instance, the Association is doing no more than adopting or ratifying recommendations which are already a part of our records and referring it to the local exchanges. One resolution carries the other. They go together, so that I do not think we are putting ourselves in an improper position, as indicated by Mr. Hall, in adopting the resolution.

Mr. Shoemaker—Mr. Hover has explained fully his conception of the resolution which has been offered, and his presentation of it is strictly correct. It does not commit this Association, as a whole, to any decided line of action. It simply states that we believe this condition should exist.

Mr. Hall—My remarks were in answer to those of Mr. Weller, in which he thought we should take action here, that this matter had been brought up a good many times,

and he thought it was time we should take action in this Association.

Mr. Weller—I have always been enthusiastic on that subject, and I believe yet that the National Association could carry that matter through. Of course, I am in favor of the resolution offered by Mr. Hover as being the best we can get at this time.

Mr. H. P. McKnight-I think the object of giving a discount is to obtain the money for the goods we sell our customers; that is the primary object. In our section of the country the legal rate of interest is 10 per cent, and the banks usually charge the full legal rate. One per cent is hardly sufficient to induce our customers to borrow money with which to pay their bills. The regular terms in our section are sixty days or 2 per cent for cash in ten days on regular contracts. We have discussed this matter somewhat in our local social club—we have not so far been able to arrive at any conclusion. We may all want to do this, but just now it would be difficult for us to succeed. We could not compete with dealers outside of Texas, who are making these terms in Texas and surrounding territory. It would require co-operation in New Orleans, Memphis and a great many cities in the surrounding country, as well as from California, to make any change.

The resolutions were unanimously adopted.

Mr. Shoemaker—The next two resolutions go together, as in the last case. They are:—

Resolved, That it is the sense of this Association that the trade might be greatly benefited by the establishment of an auxiliary association of credit men in connection with each local Drug Association, Club or Exchange.

Resolved, That we recommend the formation of such ad-

While we recommend the adoption of the resolutions, we must also request our members to note that the National Association of Credit Men is performing excellent services in this direction, and in all of the larges cities have flourishing local branches already established. We do heartily recommend every member of our Association to become members both of the National Association of Credit Men and of those local credit men's associations. Their achievements in the direction of modifying and decreasing credit abuses, educating the retailer in general financial methods and in preventing and detecting fraud have been most important. It must be remembered, however, that the work of the National Association is confined strictly to these lines. It is not in any sense a collecting agency.

On motion, adopted.

Mr. Shoemaker—The next resolution reads:—

Resolved, That it is the sense of this Association that all of its members who do not already belong to some local organization composed of wholesale druggists should connect themselves with an association of this character, if such exists in their territory, or where such an association does not exist. that they should interest themselves in the formation of such an association.

On motion the resolution was adopted.

Mr. Shoemaker—The next two resolutions go together, as in case of the first two. They are as follows:—

Resolved, That it is the sense of this Association that the commercial course of instruction already adopted by several of our leading colleges of pharmacy is of a character alike progressive and practical, which if persisted in will in time develop a class of graduates better adapted to meet the commercial requirements which will immediately surround them when once they embark on an independent career.

Resolved, That it is the sense of this Association that all colleges of pharmacy that have not already established a commercial course of training should give the question careful consideration, and wherever consistent and practicable make it incumbent on the part of every graduate to properly qualify under the requirements of such a course.

President Frisbie—What action will you take upon these resolutions which have just been read?

Mr. Kline-I am very much gratified to find that the gentlemen around me have come to the same idea as myself in regard to the discussion of these matters, and that on the first two resolutions the discussion was so generally participated in by the members. I want to say in connection with these resolutions that the originating of these additional courses in colleges of pharmacy came from the city where all good things come from in this country—always have come from—namely, the city of Philadelphia. The Philadelphia College of Pharmacy inaugurated such a course, I think, about two years ago. It has not gone very far, but so far as its beginning is concerned, it has turned out to be very satisfactory, and the dean of the college informs me that it is his opinion that the course promises to be of great value to the students.

If I am correctly informed, the New York College of Pharmacy either has decided to add such a course, or is seriously considering it. I think that the matter here referred to is one which will become very general in these colleges. It has proven very successful, and if the proper instruction can be given, instruction in simple bookkeeping and the keeping of accounts, it is going to be of great value. Those who deal with retail druggists know how they are in the habit of keeping their books. We send out a lot of bills, and the retail druggist places

them on the file, and if someone takes a bill off the file and forgets to put it back, at the end of one month, or two months, or six months, as the case may be, if that bill is missing, the druggist is apt to say he does not owe it, and then comes the trouble. If some system of keeping accounts can be instilled into the minds of young men who will be the future druggists and customers of the members of this Association, it will be of great value; so I think it is very well that we should encourage, so far as we can, in every way the introduction of this addition to the course of instruction in the colleges of pharmacy in this country.

Mr. Hover—During the last two or three years I have had correspondence with some fifteen or twenty schools of pharmacy, including the school to which Mr. Kline refers, and as the result of this particular correspondence the statement is made by the professor in charge of the department in question that as a result of his experience over ninety per cent of the students of the college mentioned were absolutely ignorant of ordinary commercial forms and usages, and he predicted a great future for this class of work in colleges of pharmacy.

Mr. Kline mentions the attitude of the College of Pharmacy of the City of New York. They have had this matter up, but unfortunately it was taken up at too late a date to make it part of their course this coming winter. They have it under advisement, however, and there is reason to believe that with a little encouragement of this character they will inaugurate it next year. I have also had communications from several other colleges of pharmacy located in various sections of the country, the replies of which, in effect, are the same; and there is no question in my mind but what we are getting down to first principles when we can establish the right methods

in these matters in the minds of young graduates before they embark on their commercial careers, and before they have had the opportunity of getting started on the wrong track.

On motion the resolutions were adopted.

President Frisbie—The question will now come up on the last resolution of the Board of Control.

Mr. Shoemaker read the resolution:—

Resolved, That we favor the principles involved in the National Bankruptcy Law. That we urge through our representatives in Congress the adoption of such amendments as are necessary and proper to increase the efficiency of the present law, and that we favor the passage of what is known as the "Ray Bill" with this end in view.

President Frisbie-Gentlemen, you have heard the resolution. What is your pleasure?

Mr. Noves—I would like to know what the Ray Bill covers. I am not familiar with it, and I don't like to vote for anything about which I am ignorant. I would vote for the rest of the resolution. The principles of the Bankruptcy Act are good and sound, but there are some changes which need to be made; if the Ray Bill covers the changes I want to vote for it, but cannot vote for it without knowing something about it.

Mr. Hover—I cannot go into the details of the Ray Bill, but it takes up many of the points which are somewhat vague and imperfect in character in the original bill. The Ray Bill is formulated upon suggestions made at the meeting of the National Association of Referees in Bankruptcy. There is such an Association and they had a meeting, and the purpose of that meeting was to clear up doubtful points and to correct such imperfections as have been developed in the practical operation and the working of the bankruptcy law. The Ray Bill has been very seriously considered by the National Association of Credit Men and their Committee on Legislation has given a very full and complete report as to its purports and details. This Association favors the bill fully. They held their meeting in the city of Milwaukee in June last, and while there were some little differences of opinion as to the desirability of a National Bankruptcy law, there seemed to be no particular difference of opinion when it came to an expression on the advisability of patching up the present law, which is apparently in much need of it. It was for these reasons, with their work and their investigation as a basis, that this resolution was submitted.

Mr. Kline—I have been working in this body and in other bodies for a good many years in favor of the National Bankruptcy law, and finally we have something which is known as a Bankruptcy law, but to be asked in a resolution to endorse that which we call a bankruptcy law is a good deal of a strain. Bankruptcy law as it is now on the books is a positive disadvantage, and I cannot see in what respect it is an advantage. It is not at all like the bill that these commercial bodies recommended. The action of these commercial bodies was taken and used in Washington to push through something which practically works out entirely different from what was desired, and works out largely only in the interest of the debtor If the Ray Bill corrects those imperfections, even in a small degree, I shall be glad to vote for this resolution. What is the effect of the present law? You gentlemen all know there are certain people who need credit. I suppose if there is any class of people on the face of the earth who need credit worse than others, it is the retail druggists of this country. Mr. Noves here, who has plenty of money of his own, and if he has not plenty

of his own, has access to all he wants, may have some worthy young man about whom he knows very well come to him and say that he wants to start a drug store, that he has \$500 in cash and wants a thousand dollars' worth of goods. Mr. Noves would probably be disposed under the old system to give the young man the credit he seeks; but now he says to him: "I should like very much to help you along and give you this credit, but I cannot safely do it under the present bankruptcy law; because presently, after I have carried you awhile, you may buy some goods elsewhere for which you cannot pay and some one else will come in and clean you out under the bankruptcy law, and I shall have nothing that I can get to make good my claim." The present bankruptcy law interferes with credit; I think there can be no doubt of that. It is not, in my opinion, as these bodies which indorsed the bill, believed that it would work out, because the bill which was passed is not the bill they indorsed. I am in favor of an amendment to the law, but as to indorsing the present law, even by implication, I should not do it.

Mr. Hover—If the Chairman of the Board of Control will read the resolution again and the gentlemen will listen attentively, they will see we are not indorsing the bill. The resolution simply states that we are on record repeatedly as favoring a proper bankruptcy law. The resolution simply states that we are in favor of the principles of a National bankruptcy law.

Mr. Shoemaker then read the resolution a second time.

Mr. Carter—I do not think that any of us really know enough about the bankruptcy law to discuss it profitably at very great length in this meeting. I cannot see how the law will operate as Mr. Kline has suggested. If Mr. Noyes has given credit to a man, how anyone else

can step in and prevent Mr. Noves from getting his money I cannot see. It is very difficult to put a man in bankruptcy under this law. We have experienced it. The assets of the man are divided equitably amongst all the creditors. I find also that the charges provided by the Government for the officers or men who have control of the property during the bankruptcy proceedings are smaller than they were before. As has been suggested in the report, there are some features of the law which are not desirable, and it is the purpose of the Ray Bill to make them desirable. From my reading of the Ray Bill I think they have touched on many points in the law which are very weak; and these Associations are all working to make a better bill. I am in favor heartily, from my experience, of the National bankruptcy law, and of this bankruptcy law after the weak points have been amended; and I think if this Ray Bill is passed the law will be much improved. We are not experts in this matter, but after the Ray Bill has been recommended by the National Association of Credit Men, made up of the credit men of all the States, and the recommendation by the National Association of Referees in Bankruptcy, who know all about the practical workings of the law, I think we are pretty safe in going as far as we do, which is not very far, in endorsing this resolution.

Mr. Scott—As a member of the Committee, I joined heartily in this report. I will say, however, that I would personally rather see the National bankruptcy law wiped out of existence. I think it is a great evil and I fail to see any benefits under it. It restricts credit in places where it should be given. I do not know how things are working in the East, but I know with us, as credit man of our firm, I would decline to extend credit now in many cases where formerly I would have done so because it is

not possible to take and retain proper security that will protect the house that does try to encourage young men to start in business. There is no possibility of doing that. It is a detriment to the honest business man, and there is no doubt the law has given an opportunity to many dishonest business men to evade their just debts. If we are to have a National bankruptcy law at all, I would be in favor of something better than that which exists now. I was willing, however, to sign the report, and I believe the Association will do right in adopting it.

On motion the resolution was adopted.

President Frisbie—The question now before the Committee is the adoption of these resolutions as a whole.

On motion the resolutions were adopted as a whole.

President Frisbie—The table is clear of the regular business to come before the meeting; and if any member has any business to present, we should be glad to receive it

Mr. Faxon—This is an association of wholesale druggists. Our by-laws declare that any individual, firm or corporation may become members of this Association. In formulating a list of wholesale distributers, the proprietors were rather insistent on having a liberal number included, so that they might be guaranteed a free and liberal distribution of their products in view of the fact that they were ready to agree to confine their sales to a specified list of jobbers. The Proprietary Committee conceded the point, and there are in the list a number of large retailers who have but a limited outlet in a wholesale way; and I would move, Mr. President, that it is the sense of this Association that the incoming Committee on Membership should invite to membership only those firms who are not only wholesale druggists in name, but wholesale druggists in fact.

Mr. Noyes—I think this recommendation grew out of a little discussion which was had a few minutes ago, in which I stated, and desire to state now, that this Association is in danger so long as we have no definition of the word "wholesaler." I would not like to deprive any men of their rights; but I believe we have come to a point now where the suggestion of Mr. Faxon is a practical one, and we should define the word "wholesaler" as applied to the drug business. While it is unfair to deprive any one of their rights as a wholesaler, still when it comes to the matter of membership in this Association if they are doing a wholesale business, it is equally unfair to admit a large retailing house simply because a small part of their business is wholesale. I think I can illustrate my meaning. There is a house on our list as a wholesaler whose total business during the year amounts to a little more than the total business of some of our largest houses for a good day. That is obviously unfair, and is entirely pertinent to what Mr. Faxon has been saying. I think we need to define the word in some way and perhaps the Committee on Membership can reach it. The matter is an important one for their consideration. I do not think we ought to increase our list in the interest of the proprietors or any one else to such an extent that all the large retailers can become wholesalers by printing the words "wholesale and retail" on their letter headings. This is one of the evils of the business, and is limiting the trade of some of our larger houses, who seek the trade of some of the small jobbers and who are useful to such jobbers in filling catch orders, etc. I think we need to make a definition as to who we shall consider as wholesalers. I am not certain how to reach it, but I am satisfied that we must make a definition on which the Committee on Membership can act.

We want to have all the members in our Association who belong there, but it is obvious that our line of division is not sufficiently defined, and I therefore suggest that it be assigned to some committee to define the word "wholesaler" so as to guide the Committee on Membership as to what applications to receive and what applications not to receive.

Mr. Carter-Bearing on that point, I have an extract cut from a local paper giving the advertisement of a local firm which advertises themselves as wholesalers. They do but a little wholesale business. They may have a man going around the town to get orders from the other druggists. Their advertisement reads "Retail drugs and medicines at wholesale prices." They then give a list of standard remedies which are sold at less than the usual prices. I do not think that party, advertising in that way, ought to be considered as a wholesale druggist.

Mr. Hover—Mr. Noves has evidently lost sight of the fact that a definition of a "wholesaler" has been established already either by this Association or the Proprietary Committee. A wholesaler is defined as one 50 per cent or more of whose sales are legitimately wholesale sales. I think that action was taken at the Richmond convention.

Mr. Kline—It may be that we have on our records that definition. What we ought to observe, certainly, and under the resolution of Mr. Faxon I hope the Committee on Membership will observe, and what has not been observed by Mr. Faxon himself in the report he read yesterday, is this—he said our membership embraces less than one-half of the wholesale druggists of this country. As a matter of fact, our membership embraces nearly all of the wholesale druggists of this country; but there are, by reason of the liberal construction which the three committees were bound to make on a list issued by the committees representing the three organizations, a large number of people who by courtesy, and because they had a local or special outlet for certain proprietary medicines. admitted on that list as entitled to purchase in quantities at best prices. They are called wholesale distributers. Amongst these there are three classes. The first class are those who are unquestionably wholesale dealers, and whom every one recognizes as such. They may in some few places do a little retailing, but they are recognized wholesale druggists and there is no difficulty as concerns them. There is another class hard to define. They are usually in the interior. They may do a great deal of jobbing, but they also do a good deal of retailing. That is the second class. Then the third class is denominated as retail druggists with a small wholesale outlet. These are the people that the Committee on Proprietary Goods always found gave us the trouble. I have heard a firm mentioned as possibly eligible to membership in this Association whose first beginnings, so far as it was reported to the Committee on Proprietary Goods, when I was its Chairman, as wholesale dealers were in buying and dividing drugs amongst the retail druggists of the town. Certainly, if we are going to get in our membership a very large number who believe in that way of doing business, we as an association may come to our meetings and vote in favor of that which is entirely contrary to what has been the avowed object of the Association, and we shall no longer have the protection which the Association stands for.

I think this is a very important matter, and I trust the incoming Committee on Membership will carefully scrutinize all names submitted to them, and get information from all sources possible, before submitting the names to the meeting.

Mr. Sorby—This Association, as I understand it, is composed of active members and associate members. I think Mr. Faxon's remarks are really applicable to active members. The resolution should be amended so as to apply to active members only.

Mr. Faxon—I accept that.

Mr. Sorby—If firms are not eligible to the active list, they might be eligible to the associate list. There are three times as many active members as associate members proposed by the Committee on Membership, and that is the proportion which is maintained, not only numerically, but financially.

Mr. Carter—I think the gentleman who has just spoken is in error. I think a firm strictly in the drug business is eligible to active membership or not eligible at all. The associate members are those in kindred trades connected with the Association, and doing more of a wholesale manufacturing business in that line, and who are not retailers. Retailers, as I understand it, are not eligible to membership in this Association, either as active or associate members. I do not understand that Mr. Faxon made any motion to the house in regard to the matter.

Mr. Faxon—I did make a motion, that it is the sense of the Association that the incoming Committee on Membership should invite to membership only those firms which are not only wholesale druggists in name, but wholesale druggists in fact.

Mr. Carter-That brings up the point Mr. Noyes spoke about—how do you define the wholesale dealer? It strikes me that matter should be defined.

Mr. Faxon—I leave it largely to the Committee on Membership.

Mr. Noyes—I am willing to leave it to the Committee on Membership, as the purpose of the motion made by Mr. Faxon is to call their attention to the matter. It throws the responsibility upon them.

Mr. Carter—I was going to propose a substitute for Mr. Faxon's motion, as follows:—

Resolved, That our Committee on Membership be instructed to confine the applications for active membership in this Association to those whose wholesale sales amount to at least 50 per cent of their total sales.

Mr. Faxon—I think we will find in the report of the Richmond meeting that there was a resolution passed by the Association designating those as wholesale druggists whose sales were half, at least, in a wholesale way; strictly wholesale.

Mr. Carter—But that was in connection with a plan which we adopted at Richmond. I think it was merely an indorsement of the Detroit plan which was made by the Richmond dealers and taken up by this Association at that time, and it was in connection with that plan that the definition of "wholesaler" was made. I do not think our records will show that the Association itself has defined what a wholesaler is.

Mr. Kline—I think the difficulty in a definition of that kind comes in here. As I said before, the Committee on Membership, if it is made up of gentlemen who are wholesale druggists themselves largely, and I think that ought to be observed, they will recognize at once, or be able to get information, whether a house is a wholesale house or not. For example, I was in a Southern city recently, and concerning a certain house I asked: "They are wholesale druggists, are they not?" The answer was: "Well, the wholesaling they do is principally in paints;

they are the principal retailers, but do a large business wholesale in paints." I think there is danger in adopting any set definition. Let us leave it just as Mr. Faxon has offered it, to the Chairman of the Committee on Membership, and they can find out who in a certain city or section are engaged in wholesaling and actually do sell goods at wholesale.

Mr. Carter—I see the objection of Mr. Kline, and I will insert the words "drugs and medicines" in my resolution.

Mr. Hall—If a man did a wholesale business of \$10,000 a year he would not be much of a wholesaler. It seems to me it would be a good deal better to leave this matter with the committee than to adopt such a definition as that, because his entire sales would need to be only \$20,000 a year, when, according to this resolution he would be eligible.

Mr. Hover—There is another point that might be brought up here. In the case of retail druggists cutting, it is left to the surrounding retail druggists to decide on the matter, 75 per cent of whom must agree that a man is a cutter. In the case of the wholesale druggists, might not the neighboring druggists have some say in the matter? Could it not be left to them in some way? I think the neighboring wholesale druggists can decide whether a man is a wholesale druggist or a retail druggist, with a small wholesale attachment, as quickly as any one, and I would be in favor of having the neighboring wholesale druggists have something to say in this matter.

President Frisbie—If there is no further discussion upon the question, Mr. Carter's substitute will be first acted upon. It is as follows:—

Resolved, That our Committee on Membership be instructed to confine the applications for active membership in this Association to those whose wholesale sales in drugs and medicines amount to at least 50 per cent of their total sales.

The substitute was not adopted, and, the question being put on the motion of Mr. Faxon, it was adopted. (Vice-President Mesereau in the chair.)

Mr. Frisbie—Gentlemen, there is one thing I would like to call your attention to, and that is, that the constitution and by-laws as they are now printed are not correct. Several amendments have been adopted at various meetings, but they have not been properly incorporated in the constitution and by-laws. I will, therefore, move that the Secretary be instructed to correct the by-laws to date, so that they can be published in their correct form in the next copy of the proceedings. (Carried.)

SUPPLEMENTAL REPORT OF COMMITTEE ON MEMBERSHIP.

Mr. Benjamin—I rise to a question of privilege. As Chairman of the Committee on Membership I have the application of R. Hillier's Son Company, New York City. This company at the present time is an associate member of this Association. At some previous time in the history of the Association it was an active member, and it now desires to be restored to active membership. I move you, sir, that the company be so restored.

Mr. Kline—I second the motion. This company is undoubtedly entitled to membership as an active member.

President Frisbie-The chair has no precedent to fol-

low, but acting on the theory that associate members in other associations have the privilege of being transferred to active membership, the chair will rule that this motion is in order.

The motion was adopted and the applicant was elected as an active member.

Mr. Schneider—Mr. President, I desire to offer the following resolution:

Resolved, That we, the National Wholesale Druggists' Association, respectfully request and recommend that the President of the United States and also the Senate and Congress formulate a law to give hospital stewards a proper standing in the United States Army and Marine Service.

The resolution was referred to the Committee on Legislation.

Mr. Faxon—Mr. President and Gentlemen: I am going to make a motion which I know will give unusual pleasure to the members of this organization. course, would not violate the rules of modesty and good taste by stating that this Association had always been fortunate in its selection of a chairman of the Proprietary Committee, but I am justified in saying, at least, that the average has been good; and I am sure that the name which I will presently mention in connection with this position will carry with it a guarantee that the standard of average will be advanced still higher. I refer to a gentleman who has received the indorsement of every member of the Proprietary Committee, and one who has served this organization well in different capacities, and who is eminently fitted to carry on this great work. I have the privilege and pleasure now of nominating to the office of chairman of the Proprietary Committee of the National Wholesale Druggists' Association, Mr. C. F. Shoemaker, of Philadelphia. (Great applause.) I also move that Mr. Shoemaker be elected by acclamation.

Motion put and unanimously carried.

Mr. Kline—Gentlemen, I want to trespass a moment longer on the patience of this Association to make another motion. I do this because it is possible, in our haste to get to the election of officers of the organization, we may forget that one chairman of a committee was given a rising vote of thanks for having done a very small duty. I think it is only due to the retiring chairman of the Committee on Proprietary Goods that we should rise, if possible, to the ceiling to express our thanks for the able and efficient manner in which he has conducted the affairs pertaining to what we all concede to be the most important committee on this Association, during the three years of his incumbency. Therefore, without taking any more time in eulogy, which I might well take if the time was at hand. I make a motion that a vote of thanks to the chairman of the Committee on Proprietary Goods be now given by this Association, and that the vote be a standing vote.

The motion was carried, amid prolonged applause.

Mr. Faxon—Mr. President and Gentlemen: My feelings will not permit me to sit here and receive such a kind expression of your approval without some word of recognition. The expressions are most graciously given, and they are received in a spirit of thankfulness. There is nothing more gratifying to me than the words imply, "Well done, good and faithful servant." That is practically what has been said, whether it is true or not. I took hold of this position with a great deal of reluctance. I can remember how I felt when I at last consented to have the duties of this important office placed in my

hands. I had gone to the Richmond meeting, down the Ohio River and through the Virginia mountains, and enjoyed the foliage on the trees and the sparkle of the waters in the mountain streams, but upon going back, a few days afterwards, the leaves were brown and the hues somber, and my heart was heavy, because I knew what I had undertaken. I felt my inability to successfully carry on the work which had been done so ably by my predecessor, whose splendid services in this office are so thankfully remembered by all members of this Association.

But having undertaken the work, I did what any other man would have done who might have been chosen to fill the position. I did my best, and found compensations. I have been brought in direct communication and contact with many noble men in this organization, and my hands have been upheld and I have been supported in a way that has been, indeed, most satisfactory; and I want now to express my thanks to the members of this organization for what they have done for me. I want to say for the incoming Chairman that I hope he will receive the assistance that I have received, and that his efforts will be supported, because the position is at times a trying one and the Chairman needs the support of every member of this organization. Sometimes he has to pursue a certain line in trying to accomplish some work where he cannot advise you just what he is trying to do, and you must have faith in him, that he is doing the best that can be done, and trying to do what you all want accomplished, and give him your earnest support without asking him to explain the details of the work he is engaged in. Give him your help, and I have no doubt, as I expressed myself before, that the standard of average will be highly advanced by Mr. Shoemaker's occupancy of this position. I thank you, gentlemen. (Great applause.)

President Frisbie—The hour set for the election of officers has passed. The question now before you is the election of officers as presented by the Committee on Nominations.

Mr. Noyes—I move that the Secretary of the Association cast the ballot of the Association for the gentiemen named by the Committee on Nominations.

The motion was carried and the Secretary cast the ballot and the gentlemen were declared duly elected.

President Frisbie—The next business in order is the selection of the place for the next meeting. Your committee recommends the city of Montreal, Canada, in the second week of September, 1901.

On motion the recommendation was adopted.

Mr. Cowan—In going to Montreal next year, we would like all the members of the N. W. D. A. and the P. A. A. to drop off at Buffalo and look us over. In connection with our Pan-American Exposition we believe we shall have some very interesting things to show you, and we would like to have you stop off either going to or returning from the convention. As a representative of Buffalo I extend you a cordial invitation.

Mr. Weller—I suggest that the incoming Committee on Rates and Routes take this matter up with railroads and endeavor to make arrangements so that the tickets of the members will be honored for stop-over at Buffalo during the Exposition.

Secretary Merriam—Mr. President and Gentlemen: I desire to take your time but for a moment. The removal of my residence from Cincinnati to Minneapolis in 1884 necessarily changed the location of my office to that city.

During all these years the great work of the Association was conceived and successfully carried out, while the matter of the location of the Secretary's office has to my knowledge never been questioned or discussed by any member. I have seriously thought for some time, if possibly any harm could come to the Association, in view of the fact that a correspondence covering every State in the Union could not be as continuous and satisfactory if emanating from Chicago, as formerly from Cincinnati and Minneapolis. If the questions of commanding position, immense commercial interests or geographical location are to be discussed, I am persuaded that the well-known modesty of Chicago would not resent any suggestive comparison to which I have alluded. The consideration of this event has been hastened by the culmination of certain business engagements by a member of my family, which makes it necessary that his home and business centre be located in Chicago. To this end, offices are secured where the Secretary's office will be hereafter located, and the proceedings of the National Wholesale Druggists' Association will, for the first time, be issued from this city. Full notice of the removal will be given in the published proceedings, and the entire membership will be promptly advised of the change. I thought it my duty to make to you this statement of facts and hope it will meet with your approval.

Mr. Kline—I move that the installation of officers take place at 7 o'clock in the parlor of the hotel before we enter the banquet room. (Carried.)

Mr. Weller—I move we adjourn to meet on the steam-ship Manitou at II o'clock to-morrow morning. (Carried.)

FIFTH SESSION.

INSTALLATION OF OFFICERS.

Thursday, September 20th, 1900.

President Frisbie—Ladies and Gentlemen of the National Wholesale Druggists' Association: We are assembled here at this time for the delightful purpose of installing the newly-elected officers. I will call upon Mr. Eliel to escort our new President, Mr. W. J. Walker, of Albany, to the center of the room.

Mr. Eliel—Mr. President, Ladies and Gentlemen: It is my great pleasure at this moment to introduce to you and to the various members of our organization, including the ladies, our newly-elected President, Mr. Walker. It has been the custom of this Association for many years in selecting its standard bearer to pick out the very best men in the Association, so that you will not, any of you, be surprised at our selection this year. Some years ago in Denver, however, the standard was placed so high, I think some 14,000 or 15,000 feet, that it has been very hard for us to reach it since, until to-night. (Applause.)

President Frisbie—Mr. Walker, in greeting you as our new President, I desire to say that it is a great honor to be selected as the President of this organization. The President, barring myself, is always elected for his worth—he is the selection of the Association. No member has ever yet received this nomination or the office by his own efforts. The office always sought the man. In you, Mr. Walker, we think we see a strong, powerful, aggressive gentleman in the trade, yet a gentleman who will conduct the affairs of this Association with moderation.

I trust that the duties of the coming year will not be arduous, and that when you retire from office you shall receive the plaudits, as I know you will, of each and every member of our Association. I know that you will carry with you their good wishes all through the coming year. (Applause.)

President Walker—Ladies and Gentlemen: I esteem it a very great honor to have been chosen as the presiding officer of an Association so powerful as the National Wholesale Druggists' Association. It is especially gratifying, also, to follow such an illustrious line of worthy predecessors, such as we found at Denver and before and since that time, down to and including our ex-President, who has served us so faithfully and well this past year. I wish to thank the members of the Association for this evidence of their regard for me. I do not think that I deserve this election. It is my hope to serve you to the best of my ability, and I desire the help of every member of this Association. (Applause.)

Mr. Eliel—Mr. President, Ladies and Gentlemen: I want to call your attention to the old adage that the "Slyest fox in the bunch is run to his burrow at last," and it is with great pleasure that I introduce to you one of the worthiest, one of the ablest and at the same time one of the most modest men in our Association, Mr. J. C. Fox, of Atchison, Kansas, who has been elected as Chairman of the Board of Control. (Applause.)

President Frisbie—Mr. Fox, it gives me great pleasure to receive you as the Chairman for the Board of Control for the coming year. To you will be delivered the duties of seeing that all of the committees of the Association properly conduct their duties and bring in their reports in a strong and aggressive manner, such as will carry our Association to a successful issue. From the West we

have yourself and from the East we have our President, and I believe the honors will be fully and equally balanced. (Applause.)

Mr. Fox—Mr. President, Ladies and Gentlemen: My thanks are due and are hereby extended to my friends who have so gallantly stood by me and assisted in my ambition to be elected to this important office. (Humor.) I sincerely regret that I cannot promise to serve you well, but I will do so to the best of my ability. (Applause.)

President Frisbie—This will conclude the installation of officers, and the gentlemen and ladies are requested to pass through to the further end of the building and enter the banquet hall.

SIXTH SESSION.

Friday, September 21st, 1900.

The meeting was called to order on board the steamship Manitou, en route to Milwaukee, by President Walker, at 11 A. M.

On motion, the reading of the minutes of the previous session was dispensed with.

SUPPLEMENTAL REPORT OF THE COMMITTEE ON MEMBERSHIP.

The Wangler Drug Company of Waterloo, Iowa, was duly elected as an active member.

Mr. Benjamin, the Chairman of the Committee on Membership, presented the application for associate membership of the Swift Specific Company, of Atlanta, Ga. On motion, the rules were suspended and the Swift Specific Company was elected by acclamation as an associate member of the Association.

Mr. Noyes, after appropriate remarks, moved that a vote of thanks be tendered to the Entertainment Committee for their admirable work; to the Ladies' Committee, which seconded the efforts of the Entertainment Committee so well; to Messrs. Armour & Company and the American Lithographing Company for courtesies extended to us as members and guests of the N. W. D. A., and also to the citizens of Chicago whose generous aid made it possible to provide the royal entertainment given at the convention.

The motion was seconded and unanimously adopted. On motion, adjourned to meet at 10 A. M. on Saturday.

SEVENTH SESSION.

Saturday, September 22d, 1900.

President Walker called the meeting to order at 11 A. M. in the Auditorium Hotel.

There being no special business to come before the meeting for consideration, on motion, the meeting adjourned subject to the call of the Chair.

THE BANQUET.

The banquet of the two Associations was served in the main dining room of the Auditorium, on the tenth floor of the building. The speakers' table ran lengthwise of the room at one side, and thirty tables, seating eight each, were placed irregularly about the room. Roses, ferns and carnations were the decorations. At the speakers' table were the following:—

At the center, President Walker; on his right, the Hon. Clark E. Carr, ex-President Frisbie, D. R. Noyes, Joseph Helfman, W. A. Hover, S. E. Strong, Joseph Leeming, A. B. Merriam and Clarence E. Stone. At the President's left were Toastmaster T. P. Cook, Dr. V. Mott Pierce, Rev. Frank Crane, Charles F. Weller, M. Carey Peter, Frank A. Faxon, M. N. Kline, J. C. Eliel, H. B. Harding and H. L. Kramer.

The banquet was a notable one in many ways. The committee had put forth its best efforts, and all the committee were men of wide experience in such affairs. The committee made a happy selection when they picked Mr. Thomas Cook as toastmaster.

Mr. Cook introduced the speakers in brief but happy remarks.

The menu cards were most artistically executed. Reference to the design is made in another portion of the report.

The menu was as follows:—

Blue Points.

Sauterne.

Consomme Marquise. Turban of Whitefish, Massena.

Potatoes Fondant. Cucumbers.

Tenderloin of Beef, Moderne. Claret.

Stuffed Tomatoes.

Sweetbreads en Caisse, Theodora.

French Peas.

Sorbet Montmorency. C. H. Mumm, extra dry. Roast Philadelphia Squab on Toast.

Lettuce Salad.

Fancy Ice Cream.

Liquors.

Assorted Cakes.

Fruit.

Appolinaris.

Cheese. Coffee.

Cigars.

The following is a list of the toasts and speakers:—

Toastmaster, Thomas P. Cook.

"The Mirth Cure," Dr. Frank Crane.

"The National Wholesale Druggists' Association," W. J. Walker.

"The Proprietary Association of America," Dr. V. Mott Pierce.

"The Flag," Edward C. Frisbie.

"Let Us Take Our Medicine," Hon. Clark E. Carr.

"The Pharmacal Press," Joseph Helfman.

"The Ladies," M. Carey Peter.

At the conclusion of the service of the menu, Toastmaster, Mr. Thomas P. Cook, of New York City, called the company to order and said:—

Ladies and Gentlemen:—When I rise to face this great audience, it is with feelings of pleasure and responsibility. The knowledge that I am in the midst of friends will indeed make the duty that devolves upon me to-night a pleasant one.

When I recall the events of this week, when I realize what this convention means, yes, what these two conventions stand for, I know that the common purpose that has called you together, the theme that has dominated your deliberations, has been brought almost to a satisfactory conclusion. May we not, then, in this great city, in this beautiful hall, where the lights and the flowers and the surroundings all breathe forth an atmosphere of cordial welcome, relax somewhat from our cares, and around the festive board pledge anew our friendships and press forward with firmer, steadier step, made secure by better methods, and more remunerative results. (Applause.)

We are particularly favored this evening by having

with us distinguished guests from different sections who will address you upon interesting topics, and I as earnestly bespeak for them your kind attention as I shall, by virtue of my office, insist upon silence while they are speaking.

We have with us to-night a famous doctor who has a formula to present, which, if taken according to directions, will cure all our "maladies hatched in gloom," one that the most ethical of us may recommend to our friends for self-medication, one that will more than meet the requirements of a "tasteless preparation," for indeed it has a pleasant taste. Allow me, ladies and gentlemen, to present the Rev. Dr. Frank Crane, who will speak to you of his wonderful "mirth cure."

"THE MIRTH CURE."

Response by Dr. Frank Crane.

Dr. Crane—Mr. Toastmaster, Ladies and Gentlemen: I esteem it, I assure you, a most inestimable privilege to be able to impart to such an audience as this the valuable information that has been fermenting in the back lobes of my brain for so many years. I know that the sense of honor and of personal pulcritude is so keen in this assemblage of gentlemen that you will not for a moment allow the fact that my medicine will interfere with your trade to obstruct your endeavor to perpetuate and advance this remarkable remedy which I have to present to you to-night.

As you perhaps know, from the sobriquet that was given me in my introduction, I am not a Doctor of Medicine, and yet for all that I am present at a great many funerals. I have quite as much to do in a perfunctory way, although not in a causal capacity, with funerals as any doctor. Like all ministers of great cities. I have been anxious to achieve a sort of popularity and have

cast about to see what I could do to help myself. This is just between us, and I hope you will not mention it. I have the reputation of being a man who is very careless of his own circumstances, and I would not want this little confidence to be repeated; but the fact is I have been looking about to see how I could help myself. In doing this I have noticed that the people who seem to be getting along the best in religious capacities in the city, are the healers. In fact, the healers seem to be all pretty well healed. You begin with Dr. Dowie, up at the end of Michigan avenue, and travel on down through the Rothschild Kneipp Cure and Christian Science, and every conceivable modicum by which human ills are to be alleviated, down to just plain, ordinary mud. (Laughter and applause.)

We have everything here, from pure religion to mud, by which we are supposed to cut into the business of the Druggists' Association. They have a mud cure down on Wabash avenue, where they lay a man down on a board and swat him all over with mud. They bring it up here by the carload from Indiana. I think it is the same mud they make those cascarets with which you see advertised with a lady lying on a watermelon rind. They take this mud and they lay a man down on a board and they paste it all over him, and it is supposed to cure him. I think it would cure some people I know of, if they would leave enough mud on them and not leave any breathing holes and put a big rock on top of them. In fact, I would recommend this to some of my friends, and some of my enemies.

Well, I thought I would go into the healing business; that seemed to be about the best graft that a religious man could get; so I went to my Bible to see if I could find some place in the Bible where a man could be put

next to a good thing. It is a good Book, and there ought to be a few good tips in it. By the way, you ought to read it sometime; there are a great many good things in it. I found very little in the Bible, to tell the truth, about medicine, and a great deal less about medicine vendors, but I found one place where it spoke of medicine in a way that attracted my attention. It was in the words of the wise man, supposed to be the wisest man that ever lived, a good old Hebrew king, that lived many years ago. He said that "A merry heart doeth good like a medicine;" and the more I thought of it the more it seemed to me I had struck a good thing, and if I only knew how to manipulate that right, there might be something in it for myself at least, if not for another—"a merry heart doeth good like a medicine."

And so the more I thought of it the more it seemed to me that the best medicine in the world is a merry heart. The best medicine in a physical sense, if you please. There is nothing in the world that can keep the blood clear so well as a merry heart—not even Ayer's Sarsaparilla or Dr. Pierce's Pleasant Purgative Pellets. It is also good for the lungs, excellent for the lungs, better in that respect than the Colorado climate. I was in Colorado last summer and met our friend, Col. Weller, out there, and he showed me a man walking along the street and said to me, "Do you see that man there? He came out here with only one lung. He has not been here six months, and now he has three." That is an actual fact. saw the man myself-he married two of them (laughter). They said, "You just think about it; this is a great climate." They showed me another man there who came to the place with one lung hanging by a string, and there wasn't much left of it, his left lung. He hadn't been out there very long when an old acquaintance of

his met him and asked him how his left lung was getting along. He said, "The left lung is about gone; not much left of it" (in a very low voice). The friend asked, "But how is your right lung?" He said, "Oh, that's all right; that is just as sound as a dollar" (in a very loud voice).

It is a good thing for the diaphragm, mirth is; it jiggers the diaphragm and promotes its activity. It is an excellent thing for the spleen; promotes the deoppilation of the spleen. I read that in a doctor's book. I don't know what the thing is, but I understand it is all right; so I am getting it off here. Mirth is a good thing for the liver also, even better for the liver than the water from the San Juan spring they discovered in California. A man went there and drank the waters of the spring and it cured him of his jaundice. He liked the water so well that he staved there and built a sanitarium or a hotel he had a little money. The railroads helped him and the people came there from all over the country, and he lived there all his life. He stayed there thirty years, and would not go away from the waters of the spring, and never was so well when he left them. When he died his liver was so healthy they had to cut him open and take it out and kill it with a club. (Humor.)

Now you see the advantage of the mirth cure is that it expands the liver or contracts it. I do not know which, but it does it, whatever it is, thoroughly. And it is a good thing for the mind. Did you ever reflect that God made the only animal that could reason to be the only animal that can laugh? The connection is logical and obvious. God intended laughter and mirth to be the safety valve of an overburdened mind; and you want to keep your eye on a man who does not know how to laugh—a man that laughs only from here up (indicating) —one of the giggling fellows; never trust a man unless

he laughs with his diaphragm—clear from the bottom up. You will find the great men of the world to be men with a keen and thorough appreciation to the deliciousness of any piece of humor. These are the men who have sanity; who are clear in their thought. You know during the time of the rebellion how almost all men were insane and thought that the Republic had gone to ruin, but amid all the mad fancies and counsels of that hour there was one man who stood supreme above it all, clear, conscientious, true, trusting the heart of the common people, but also trusting himself, abounding in the most saving common sense, a man who made no profound mistake, and that man was Abraham Lincoln, of Illinois. (Great applause.) One great reason for his supreme sanity was the fact that he was always ready to relieve the pressure upon the mind by telling a funny anecdote. Mirth was always ready with him to relieve the strain upon an overburdened intellect.

I think we want to beware of most theologians who have no sense of mirth. I think that has been one great trouble with our religion—that has been a lack of the sense of humor and of the joy and richness of human fun in our scope of theology. I remember when I was a boy I always went to class meeting. I like to tell that now to the Sabbath school. Every once in a while I get up before them and say, "Now, children, I always went to Sabbath school." I had to. My father was a preacher, and he took me; sometimes by the arm, sometimes by the ear. But I got to the class meeting just the same, and when I got there I would usually go to sleep on the back seat. The sexton's boy would poke beans in my ear. Along with the beans I absorbed a great deal of religion through the pores, which is much better than not getting any religion at all. But in my waking in-

tervals I and my five brothers learned all the speeches that were said at that class meeting, and we would go home and rehearse them to the hired girl. There was one character that we all especially admired, and that was our dear old sister Frognail, now in glory. Sister Frognail had the same speech she made every time and she said the same way; she meant the same thing, and the effect was the same. She would begin by interlacing her fingers and clasping her hands over her capacious abdomen, for Sister Frognail was no lean and hungry saint—she was cornfed—and I knew at any time what she was saying by the manner in which she was saying it. When she began to talk she would always revolve her thumbs slowly, and then as she got steam up she would go faster. Every once in a while, and at just the same intervals, she would make little steeples, and then at the last part of her discourse she would revolve them backward, until finally they ran down, and I could always tell from the motion of her thumbs whereabouts on the schedule she was. Of course, I was always duly rejoiced to see her coming around the curve toward home. A child is very observant about some things. You would not think he was looking at all.

A minister once saw a little girl sitting on the front seat during one of his sermons, and she had her mouth and eyes wide open, and he thought she was paying very close attention to what he had to say, and was very much flattered. After the sermon he came down and shook hands with her and said: "My little girl, I am so pleased to see you are paying such strict attention to the discourse—could you tell me what the subject of the sermon was?" She said, "I did not know what you were talking about, but I was thinking how funny it is that when people talked, just the bottom part of the face moves and the top stays still." (Laughter.)

During the class meeting, myself and brother would pay very close attention to Sister Frognail and I would often put my fingers in my ears, and then guess whereabouts she was on the line, and then take my fingers from my ears and I would find she was about where I thought she was. She would always begin by saying that her life was one of trials and tribulations, and she felt that she was nothing but a mass of wounds and bruises and petrifying sores from the crown of her head to the sole of her feet, and if it was not for her darling boy she would long to lie down in her narrow grave and be at rest. I knew her darling boy. He was a little pimplyfaced, red-haired rascal who licked me about once a week, and I can say from a somewhat close acquaintance with him that I never saw the slightest thing in his character that would interfere with a desire to lie down and rest. That is about what I did when he got through with me. Every once in a while Sister Frognail would die, that is she would go through all the preliminaries, and of course she would send for my mother, the pastor's wife, and my mother would always take me with her—for my sins! Sister Frognail never enjoyed anything so much as to have the pastor's wife call upon her, because it gave her an opportunity to go over the list. She had every disease she ever heard of; just as soon as she heard of a new one she would go and have it. There was the only woman, gentlemen, that ever kept up with you that I know of; she had every symptom that you advertise. This particular sister was all right, and I have no doubt she was a good woman and she went home to heaven as straight as a rifle bullet, but the great trouble with her was she did not understand how to apply this great and universal remedy that I speak of to-night, that is, the great Mirth Cure, the greatest remedy in the world-

keeps well in any climate, to be shaken while taken, and it does the shaking itself. That is the beauty of it.

I know of nothing better in the world than just that simple advice that Mr. J. Whitcomb Riley gives us in one of his poems-"Just be glad!" Just keep your chin up, no matter what happens. It is a difficult thing to do sometimes when the heart is sore and circumstances are against you, but there is no medicine in the world so the man who makes a practice of that, and I have a living example here at my left, I think is a living inspiration and tonic to everybody who comes in contact with him —the man who makes a practice of keeping his chin up. Do not take your cares to bed with you whatever you do. Hang them over the back of your chair with your trousers, or drop them into a glass of water with your false teeth. Somebody may come in during the night and rob you, and you can start out in the morning with everything new, new trousers, new teeth and new troubles. But I can recommend nothing better for you, men of medicine as you are, recondite in all of the antidotes for human ills and perils, nothing better than that when you are in any kind of anxiety or trouble, you should go into your closet and shut the door; and when you go in there get all the troubles that afflict you, all the things that worry you in your memory, all of the mean things you have done, and that others have done unto you, and all of the troubles that you apprehend, the disasters in business, your social disasters and the infelicities in your domestic arrangements, the troubles of your wives and your husbands, the troubles of your children and your relatives, and all of the difficulties in the cities in which you are, and the state and the country, get them together when you go into that dark closet, and roll them into a big ball, and when you get them

rolled tightly, just drop that ball into the bottomless abyss of your heavenly Father's love and care, which you will find there in that dark closet, if you look for it, and then come out quickly and lock the door and swallow the key. Be sure you swallow the key; if you do not you will be back there to-morrow looking for your troubles; you will be lonesome without them.

I can conclude with nothing better than an old story which may be apropos to this occasion. It is the story of the Happy Man's Shirt. You may remember the king who was smitten with melancholia, and all the soothsavers and doctors and the wholesale druggists of the kingdom were called together to see if they could not get some sort of medicine that would relieve this terrible melancholia which threatened the death of the king, and, finally, they all came to the conclusion that nothing would cure the king but to sleep all night in a happy man's shirt. So the king immediately ordered that they go through the palace and find a happy man, but they went throughout the palace and could not find any. There was not any one there who would say without any equivocation or mental reservation whatever, that he was happy, and so they went throughout the city, and then throughout the country, and they could not find a solitary man who would say that he was positively and unqualifiedly happy. They all returned home, and, as one little company of courtiers was going home, they passed a jolly beggar sitting on the grass at the roadside under the umbrage of a leafy tree, and he was laughing. They said: "There seems to be a man who is happy; let us question him." They drew up their horses and said: "Hey, fellow, are you happy?" "Oh, yes; I am happy." "Well, you seem to be, and yet you are nothing but a beggar. How can you be happy-you don't know where your dinner is

coming from, do you?" "Oh, no; it is not dinner-time yet, and I had a good breakfast." They said: "But you are happy, and you are the man we are looking for, for the king of this country is likely to die unless he sleeps all night in a happy man's shirt. Come, take off your shirt right away, and here are fifty broad pieces of silver, and if you come along with us you shall have fifty gold pieces just for your shirt. Think of the good fortune which has befallen you, because your shirt will cure the king of all this realm." The beggar looked at them and laughed, and his eye twinkled, and he lay back on the grass and laughed with perfect merriment. They said: "You must be insane; we have no time to parley; the king may die; get off your shirt at once." They helped him up and tried to get his coat off him. They finally got him to stop laughing and said: "Why don't you take off your shirt as we ask you?" "That is just what I am laughing about; I ain't got no shirt!" So they told the king that, and the king learned from this that mirth does not come from the outside or the circumstances with which we may be surrounded, nor from any conditions of life; but mirth is the product of the heart itself, and, no matter where we may be put, we can keep a cheerful heart. No matter what may be the adverse circumstances, whether in business or social life, our heart may be kept up within us, and "A merry heart doeth good like a medicine." (Applause.)

Toastmaster Cook—It has been said that the incarnation of American genius is to be found in our great commercial establishments. I take it that a fair representation of that class is to be found with us to-night in the convention of the National Wholesale Druggists' Association. To that toast your new President has been invited to respond, and I know of none better qualified to respond to it than Mr. William J. Walker, of Albany, N. Y.

"THE NATIONAL WHOLESALE DRUGGISTS' ASSOCIATION."

Response by Mr. William J. Walker.

Mr. Walker—Mr. Toastmaster, Ladies and Gentlemen: I desire to express my most hearty appreciation of the very great honor you have conferred upon me in choosing me to the important position of President of this Association.

I realize that it is an expression of good will on the part of the members of the Association entirely beyond my deserts.

Coming as it has with such kindly expressions of feeling, it is more than acceptable.

I am proud to be a member of an association that knows its rights and, knowing, dare maintain. (Applause.)

The history of the National Wholesale Drug Association is the history of the drug trade itself. It was organized at an opportune time, and it has taught since its organization better business methods.

The old-time competition of "war to the death" or survival of the fittest, has passed away, and the meetings of this Association are largely responsible for the kindly feeling that exists in the trade between competitors, as well as for the adoption of methods which have redeemed the jobbing business from a life-time of servitude without compensation, to a position in which recognition of faithful effort is given as in other lines of business.

Here we have found friends who will never be forgotten.

It will be my earnest endeavor to guard the exalted

position which this Association occupies, and I ask of each member his co-operation by suggestion and advice to make this Association our Association, all that it should be as a help to our business and ourselves. (Applause.)

Toastmaster Cook—When we realize the very large percentage of the wholesale drug business that is embraced by the term "proprietary articles," we realize the importance of the next toast, which is The Proprietary Association of America, and to which Dr. V. Mott Pierce, the President of that Association, has been asked to respond.

"THE PROPRIETARY ASSOCIATION OF AMERICA."

Mr. Toastmaster, Ladies and Gentlemen: As I sat here this evening eating my \$10 dinner and listening to the strains of that melodious cake-walk, "Get Your Money's Worth," I felt within me a buoyant feeling (possibly aroused by some foreign coloring matter, which seems to pervade this Lake Michigan water), I felt like shouting that latter-day anthem, "Mr. Johnsing, Turn Me Loose."

Here we are again at this festive board and one of those spontaneous dinners you give a man from pure kindness of heart, simply because you know he is hungry. That the majority of your brothers have had to subsist a whole year on a beggarly 10 per cent and paris green —the whole fraternity has so multiplied that it has become almost a drug in the market.

As I have addressed this banquet board (and a few listeners now for three years) and always on the same subject, I am going to confine my remarks simply to the truth. I know it is something rare in this company, and may be conspicuous by its absence in those remarks that are to follow mine.

I congratulate the Association upon their choice of location for this brotherly feast and convention. It is quite fitting, as well as somewhat suggestive, that the convention should be held here—Chicago, the fastest town on record, a city noted for speed. Why, here, if we catch a cold we can rise early and take one of De Witt's "one minute cough cures," while down in St. Louis it took twenty-four hours, for you know "Bromo-Quinine cures a cough in a day." In Philadelphia it probably takes a week for a "Frog in Your Throat" to act—so it takes one minute only up here to do what requires a whole day down in St. Louis. And now somebody whispers: "Yes, and I took all day on that boat trip for one drink." (Laughter.)

I am thinking what a grand thing it is for us all to meet together once a year in this informal way, exchange ideas, swap lies and decide among ourselves what shall be done, and who shall be done, and how we will do them! This is the only opportunity the retailer, jobber and proprietor has of getting together—collectively, and when all three are thawed out. We have met individually when there was up for discussion an extra I per cent, when one or the other of us was frozen stiff. I never supposed we could all warm up like this—our former impressions have always been of the "How'd you like to be the ice man" order.

But where are our enthusiasms of to-day? The year for idols and idol worship is here—we are in the Presidential year—the year when a politician becomes a statesman and the statesman is endowed with supreme qualities. And yet here we are, analyzing, instead of frescoing. It's the same with this "Tripartite plan"—

enthusiasm is apt to lie fallow—we are trying to penetrate into the future with telescope, instead of going into this thing with a dash and enthusiasm which won for our boys the victory at San Juan and El Caney.

If success is ever to crown the efforts of the three combined bodies, it will only be when we all say in unison, "Forward," and "All together."

Toastmaster Cook—Ladies and Gentlemen: The beautiful insignia on the back of our menu this evening gives us an inspiration for our next toast, and that highly patriotic fellow-citizen of ours, Mr. Edward C. Frisbie, our ex-President, from Hartford, Conn., will respond to the toast "Our Flag."

The announcement of this toast was greeted with great enthusiasm.

"OUR FLAG."

Response by E. C. Frisbie.

Mr. Toastmaster, Ladies and Gentlemen: The subject, "Our Flag," is one that is dear to the heart of every true citizen, no matter to what country he may belong. The flag is to him the symbol representing his country—the country that should command his love. I hope our flag is loved more than any other in the world, as we all believe it should be.

To trace flags from their earliest conception and through their many changes to the present accepted idea of a flag, and to mention the uses and authority represented in flags, or emblems, would, no doubt, be interesting, but scarcely suitable for this occasion. I shall confine my remarks, therefore, to "Our Flag"—the flag that represents the highest and noblest principles known to the civilized world.

Passing by the flags of the Colonies and coming down

to the idea that first suggested the Stars and Stripes, we find a great variety of designs used. Of those which appeared at Bunker Hill, it is said that they were as various as the troops were motley.

On July 18, a month after the battle of Bunker Hill, Connecticut's favorite general of the Revolution, Israel Putnam, assembled his division on Prospect Hill to hear the manifesto of Congress read. The reading was followed by prayer, and at the close the troops all cried, "Amen"; at the same time the artillery saluted the scarlet standard of the Third Connecticut Regiment, recently given to General Putnam, bearing on one side the motto of Connecticut—"Qui transtulit sustinet"—and on the other the recognized motto of Massachusetts—"An appeal to Heaven."

The same ceremony was observed in other divisions. This, perhaps, was the first standard showing unity, as regards standards, between any of the Colonies.

I can imagine the feelings of that grand and fearless old man, General Putnam, as he stood at the head of his division of troops, and gave the order for a salute to the flag contributed by his State, and I imagine I now hear the grand, inspiring martial music as they gave the flag a marching salute. The sound of fife and drum on that day must have been as inspiring, and aroused patriotism and bravery then, as the same martial music does to-day.

Saturday, June 14, 1777, the American Congress resolved:—

"That the flag of the thirteen United States be thirteen stripes, alternating red and white; that the Union be thirteen stars, white on a blue field, representing the new constellation."

Thus was our banner adopted,—the most beautiful

banner of the world. It is not founded on religious or legendary story; it bears the crest of no family, but rather, by its colors and arrangement, expresses so beautifully the sentiments of our Constitution—the right to enjoy life, liberty, and the pursuit of happiness. The red represented our valor; the white represented the purity of our cause; and the stars on the blue field represented the justice of our cause.

During the years which followed, our flag was changed in detail, but not in design. It was soon demonstrated that the addition of a star and a stripe for each new State would make the flag cumbersome, therefore the original design was again adopted—thirteen stripes and a new star for each new State.

Many pleasant incidents may be related about our flag, but at this time I can select only the most interesting.

The first naval engagement where we know the Stars and Stripes appeared was in the notable fight between the Bon Homme Richard and the Serapis. When the flagstaff had been shot away and the call came from the British ship Serapis, "Have you struck, sir?" there went back the answer from John Paul Jones, "Sir, I have not yet begun to fight." (Applause.)

The poet thus fittingly described the man and the flag:—

> "Go on, great man, to scourge the foe, And bid the haughty Britons know They to our thirteen stars shall bend; The stars that, clad in night attire, Long glimmered with a feeble fire, But radiant now ascend."

A most thrilling, and the most familiar incident relating to our flag is the story told by Francis Scott Key, about the bombardment of Fort McHenry, September 13, 1814. Key had, under a flag of truce, visited the British fleet, but was not permitted to return for fear he would give information of the proposed attack on the fort. Key and his friend paced the British deck all night, watching with intense anxiety each shell as it was fired; and as dawn came, they strained their eyes, peering through the fog and smoke, to see if our flag was still there. Imagine, if you can, the intense strain, as Key stood with his eyes shaded, peering into the gloom, and as the clouds part he catches a glimpse of the Stars and Stripes, and with a thrill of joy he cries: "Our flag is still there." The clouds again closed, and the flag was shut from view, but the impression had been given, and immediately there burst upon his soul that patriotic and inspiring song, "The Star Spangled Banner."

(At this point in the speech the band played "The Star-Spangled Banner," and the greatest enthusiasm prevailed, amid the waving of the flag by all the ladies and gentlemen present.)

"When Freedom from her mountain height Unfurled her standard to the air, She tore the azure robe of night And set the stars of glory there."

If we, at this day, are moved to emotion, what do you think were the feelings of Key? Yet to-day there are objectors to the opening line "Oh say can you see." God forbid that even a word be changed!

As our brave boys from the North and South charged up San Juan Hill, they also endeavored to peer through the smoke, and the cry that there went up was "Can you see our flag?" And as our brave soldiers fought their way at Pekin, to rescue their kith and kin, an American soldier, Cyrus Titus, of the Fourteenth United States Infantry, was the first to mount the walls, and our brave, besieged countrymen cried from one to the other, "Oh say can you see those beautiful stripes and bright stars?"

and then gave thanks to God for deliverance and for the privilege of once more seeing our soldiers and our flag. Shame on the man who will suggest the changing of even a word of that noble, patriotic, inspiring song!

The oppressed of other nations are invited to come and live under our banner. We say to them, the red represents the blood spent in founding our nation; the white represents the peace and quiet within our borders; and the blue field, with its stars, represents Heaven and God ruling in justice over all. The flag as a whole, represents freedom—freedom, not license.

We invite those who have lived under a King, Oueen or Emperor to come to the land we love, under the shadow of a flag protected by a standing army of ninetenths of a soldier to every 1,000 of population (laughter), or one soldier to guard every fifty-five square miles of territory; we invite them to come to this land of 80,000,-000 of emperors and empresses; to come to this land where every citizen is an emperor, and where every man considers his mother, his wife or his daughter the equal of any empress in the world. (Applause.) If they do not believe in this latter statement, they are not wanted under the shadow of this flag. Here in this land, and under our banner of freedom, they may live without fear of being ruled by an emperor or imperialistic laws, because our President now and to be returned, wears the button of the Grand Army of the Republic. (Applause.) He fought to protect our flag and all that it represents in fact or in sentiment. Furthermore, those men of the South, formerly called rebels, and later confederates, but now, thank God, we call them brothers (applause), these would unite with one accord with the old veterans of the Grand Army, their sons and grandsons, to wipe an emperor in this country from off the face of the land. We

for ourselves say to the world, You of other nations who are looking to us to have our flag removed from where once planted, we say to you, we have not nor shall we ever forget the order of General John A. Dix: "If anyone attempt to haul down the American flag, shoot him on the spot."

A pleasant incident is told of the Crown Prince of Germany. At the beginning of the Franco-Prussian war, when the King and Prince were passing through Hamburg on their way to the front, the daughter of an American hung from her window a large American flag, and waived her handkerchief as the royal couple passed by. The King and his son looked up, and bowed, and then the Prince, with delicate courtesy, alike to the young lady and to her country, ordered each regiment as it passed, to salute the Stars and Stripes.

On September 16, 1863, Lee's advancing army passed through Fredericktown, and there occurred that touching incident so beautifully told in verse, about Barbara Frietchie. Love of country and the noble nature within him stirred when General Jackson paid tribute to this woman and to the flag. How beautiful the ending of that poem:—

"Honor to her! and let a tear Fall, for her sake, on Stonewall's bier."

The history of the Rebellion shows that from the beginning to the end there was always an underlying current in the South for a continuance of the Union. This found expression in various forms. At one time it was seriously proposed that our flag be equally divided by a line drawn through the field of stars and extended through the middle of the stripes to the end of the flag, the bottom of the flag to be white; the upper portion of the stars and stripes to be adopted by the North and the

lower portion by the South, the plea being that each being a moiety of the old flag, would retain something, at least, of the sacred memories, for sober reflection, of each confederacy. Then, if a war should occur with some foreign nation, the two separate flags would fittingly clasp together and the Glorious Old Flag of the Union, in its entirety, would again be hoisted, embracing all the sister States.

It is shown again and again in the South at all its deliberations concerning the flag, "there was a very general desire to depart as little as possible from the old flag." Can you wonder, therefore, at the many, many occurrences when "Old Glory" was cheered by the Confederate army? And the occasions are not wanting to show when they even protected it.

I love to tell the story as I have heard it, of Colonel Carter, a near relative of Gen. Robert E. Lee. When Grant was sending a transport of troops down the James River Colonel Carter was detailed to intercept it. As his troops stood behind their breastworks, waiting, suddenly there came into view around the bend of the river the transport, flying at the bow the Stars and Stripes. Colonel Carter said, with tremor in his voice: "My God! Isn't that a beautiful sight?" And there he stood as one transfixed. The soldiers stood ready to fire, and the captain asked him if he should give the order. Colonel Carter replied: "No; there are women on that boat, and you shan't fire."

Again came the hoarse inquiry: "Do you propose to let those fifteen hundred Yankees escape? There are no women on board." And again the reply came: "There is one woman on that boat, and you shan't fire on her." So the Yankee transport went safely on.

Do you suppose a woman was on board? No, cer-

tainly not; but I do believe that the sight of that dear old flag broke the seals of the pent-up walls of emotion and brought back that hidden love for country and flag, and that Colonel Carter could not have fired on that flag—his flag—not even had his life been the forfeit. (Applause.)

When we hear of such acts as these, is it any wonder that now, when the Blue and the Gray meet, hands are clasped and cheers upon cheers are given for our united flag, and with it all are mingled the strains of "Dixie" and "Yankee Doodle"? (Great cheers, and the orchestra played "Dixie" and "Yankee Doodle.")

One of the sweetest incidents that has come to me, personally, was from a Southern gentleman, to whom I had given a flag. He wrote me: "The beautiful flag which you were kind enough to give me adorns my room. My little girl wished to know if that was our flag, and I, an old rebel, replied, with tears in my eyes: 'Yes, dear; that is now our flag.'"

And right here I wish to say that a Southerner wrote to the Richmond Examiner: "Let us never surrender to the North the noble song, 'The Star Spangled Banner.' It is Southern in its origin, in its sentiments, poetry and song; in its association with chivalrous deeds it is ours." This was written within a month after the Stars and Bars had been adopted. We cannot let any section claim the song. It is ours of the North, South, East and West, and God only knows how far east and west it may extend. We may rest assured that, wherever our flag is raised, there it will remain as a guarantee of liberty, peace and happiness, greater than is now given under the flag of any other nation.

Innumerable instances, sentimental, pathetic and patriotic, may be related regarding our flag, but time

limits me on this occasion. In showing our enthusiasm for the flag, we should be careful not to teach our children or our newly-made citizens to revere the emblem alone, or to be carried away by enthusiasm not fully understood and well-defined. We should teach them the value of love for country and to respect the laws of our land, the symbol of which is expressed in our emblem.

What sacred memories gather around our emblem, and particularly those flags which have been through the smoke of battle and have been riddled with shot and shell! Never shall I forget that memorable day known as "Battle Flag Day" in Connecticut, when more than ten thousand veterans escorted eighty flags to their permanent aboding place in the State Capitol at Hartford. Tears, unbidden, came to my eyes as I saw the war veterans, many lame and maimed, but all escorting to the Capitol the Star Spangled Banner, which they had defended with their lives. Gen. Joseph R. Hawley, in an eloquent address, delivered them to Governor Andrews. He said:—

"Let the flags rest; in a few years these men will no longer be able to bear arms for the land they love, but these weatherworn and battle-torn flags shall remain through the centuries, testifying that Connecticut was true to every Government, and pledging her full fidelity. It can never again be doubted that the great Republic can find millions of defenders in a day of trouble and millions of blessed women to sustain them. We bid them good-by; thanks be to God-abundant and exultant thanks to the Almighty Father-that we lived in these days and were permitted to do something towards showing that the Government of, by and for the people shall not perish from the earth."

We look back with great pleasure in history, and find, from the day when our flag was adopted to the present time, statement after statement showing, although sections differed as they did during the Rebellion, each section strove to retain the flag—"Our Flag," as that best fitted to represent each section. Why, then, shall we not now be united closer than ever? It seems as if Webster must have been gifted with prophetic vision when he spoke those remarkable words:—

"When my eyes shall turn to behold for the last time the sun in heaven, may I not see him shining on the torn and passing fragments of a broken and dishonored Union. Let their last feeble and lingering glance rather behold the gorgeous ensign of the republic, now known and honored throughout the earth, still full high advanced, its arms and trophies gleaming in their original luster, not a stripe erased or polluted, nor a single star obscured." (Applause.)

Never since our flag was adopted has a single star been erased from its field. To-day we know no North, no South, no East, No West; nothing but one great country united in sentiment, thought and purpose. The brave veteran boys in blue and the veterans of the gray are now one, with one flag and one country. Everywhere in this broad land, from Maine to Texas, from Oregon to Florida, there is but one thought—our country and our flag. (Great applause, and all the company joined in singing "America.")

Toastmaster Cook—My friends, it seems we must be doomed to disappointment to-night. It was our hope that we should have had the pleasure of having Senator John M. Thurston with us, but I think that when I read this telegram every heart in this audience will thrill, and a prayer go up from the heart of every woman here:—

National Wholesale Druggists' Association, Auditorium Hotel, Chicago:

Arrival of infant daughter compels me to remain here and prevents my attendance at your banquet.

This announcement was received with cheers, and at the suggestion of a delegate, "three cheers" were given for "the baby."

Toastmaster Cook—There is no cloud but what has a silver lining, and this instance will prove no exception. There is an old saying, and a true one, that "he who complains of his medicine is not anxious to be cured." This is as true figuratively as it is literally, as will be shown by the gentleman who to-night offers the admonition, "Take Your Medicine." It is unnecessary for me to introduce to this audience, or to any American audience, the next speaker. He has, by virtue of his ability and sterling qualities of character, a reputation both national and international. It affords me great pleasure, ladies and gentlemen, to state that General Clark E. Carr has kindly consented to respond to this toast.

Mr. Noyes—It has been suggested, and I think it will meet with your approval, that a telegram of congratulation, of good wishes for mother and child, should be sent to Senator Thurston, in the name of the Association.

Toastmaster Cook—It shall be done, Mr. Noyes.

"LET US TAKE OUR MEDICINE."

Response by General Clark E. Carr.

Mr. Carr—Mr. Toastmaster, Ladies and Gentlemen: I am not the infant daughter that has arrived (laughter), although I have come here to take the place of my friend, Senator Thurston. It is his time. It is his speech, in one sense of the word, or, at least, if I say anything that may

be worthy of your consideration, I hope you will kindly attribute it to me; and if I should happen to say anything otherwise, lay it to Thurston, and "take your medicine." (Laughter and applause.)

I don't know why I should have come here, anyway. I am not a druggist, although, oh, how much of their medicine I have taken! I never knew a wholesale druggist, but have known retail druggists in a small way for many years, and we used to say that we hardly ever saw a dead mule or a bankrupt druggist. (Laughter and applause.)

They have a way of getting on.

Now, ladies and gentlemen, it is a pleasure to me to be here and see you, the wholesale druggists. You are a splendid looking lot of men. (Applause.) I like you, but I thought I got a good idea of you from coming through the parlor down below as I came in from seeing what beautiful ladies you have and that you brought with vou. (Applause.) I was nearer to them than I am now, and I wish I could see them better now. This is really a splendid meeting. It is a splendid representation of an idea. Do you know that the time was when men in all business were rivals, jealous, envious, fighting each other? What a splendid thing it is to see here together men in the same vocation all over the land, each seeking for himself business, each seeking that his house and his trade should have the business; at the same time great enough and honorable enough and magnanimous enough to respect the rights of every other man in the same vocation. (Applause.) It is a noble thing. It is the tendency—and I think perhaps you started it as much as any one else—of the age, as illustrated here in Chicago a few weeks ago. Do you know that there is an excursion gotten up by the politicians, out on the

lake for three hours, and we had there the representatives of the Republican party and of the Democratic party; the Republican candidate for Governor and the Democratic candidate for Governor; the Republican candidates for all the offices in Cook County here, and the Democratic candidates? And we all went out together on that excursion and every one was friendly and good-natured, the candidates together side by side. What a picture, and how it illustrates the splendor and the character of this age in which we live! (Applause.)

Now, gentlemen, you have done so much I cannot help but speak of it and talk of it. There is one little thing in which I have been interested lately. I went over to Paris as the representative of our Government. Do you know that we raise in this country two thousand millions of bushels of Indian corn every year? And do you know that only here do people eat corn as food? And we were sent over there to organize a representation of Indian corn as a food, and I took it up and was interested in it. Do you know one of the things that led to that thought in my mind? Do you know that at the time of the war of secession in this country, the civil war, up to that time there was no one in this country that ever thought of oats as food for men? Oats were only food for beasts. No one outside of Scotland ate oats. But finally the physicians said, "They are a good food for certain cases, fever patients." And they got the wholesale druggists interested in it and they imported from Scotland in fivepound tin cans oat-meal. Some of you are old enough to remember it. Every druggist imported from Scotland, in five-pound tin cans, the only oat-meal imported into the United States ever up to that time; and when the physician gave a prescription he wrote his prescription of medicines, and he would add in the proper case, "So many ounces of oat-meal to be made into porridge for the patient." And so it was taken from the tin boxes it was shipped in, and so oat-meal started, and to-day we are the oat-meal producers of the world, and Scotland imports from us more of oat-meal than they raise themselves. (Applause.) It is exported everywhere.

This action of the druggists illustrates what can be done with the food. And the corn kitchen is running to-day, with 1,000 or 1,500 people of all nationalities visiting it in Paris at the Exposition, to introduce Indian corn as a food for the human being.

Now, gentlemen, you are prosperous; you are successful; you have a splendid business; you are doing well; you feel good and you are happy, and I am glad of it (applause), and not only you, the wholesale druggists, but every other branch of business and vocation in this country is prosperous. (Applause.) Forty thousand million more now than four years ago in the clearing house exchanges; forty millions more in the savings banks. Men at work everywhere getting the money to patronize you; and the farmers patronize you, the druggists. But it got so in our country some time ago, hogs got so cheap—a cent and a half or two cents a pound that a man didn't think it was worth while to buy medicine to cure the hog cholera. (Laughter.) And it was about as bad as that with horses when they had the glanders. We couldn't afford to buy medicine. didn't buy medicines anyway, because we thought we could get well without it—and I guess the general result was that we did get well. (Laughter.)

There have been times when it was hard to sell drugs or sell anything else. There have been times when you, the wholesale druggists, know that local druggists did fail and did go into bankruptcy. There have been such times

Do you know that we have before us a field of commerce far out-shining the wealth of Ormus and of Ind. Do you know that around Manila, China, Japan, Australia, those countries all about there there are 800,000,ooo of people, thousands upon thousands of millions of wealth? Do you know that you are in a position to dominate that trade? Speak of England and Germany! You have a foot-hold nearer to Pekin and Canton than Havana is to the city of New York. It is your trade. You are in a position to take advantage of it. England has become rich, millions upon millions. Why? Not because of conquest and the despoiling of other countries. That was Spain's policy, conquest and the despoiling of countries which she seized; but England's policy was the policy of trade, commerce, business. The door is open. The open door has been made. It has been illustrated that we are not for conquest, not for the partition of China, but for trade. Here is the market for you, the commerce for you, the market for every trade and industry in this country. We are on the eve of a glorious future, if we wisely and sensibly and properly take care of it and confront it.

Gentlemen, I appreciate coming before you, and thank you for the invitation to come. I hope to know you all better, and I congratulate you upon this splendid occasion and this glorious banquet. (Applause.)

Toastmaster Cook—The Pharmaceutical Press, the champion of progress and the defendant of right. This toast will be responded to by one of its most able exponents, Dr. Joseph Helfman, of Detroit, Mich.

"THE PHARMACEUTICAL PRESS."

Response by Mr. Joseph Helfman.

Mr. Toastmaster, Ladies and Gentlemen of the Association—When your toastmaster informed me vesterday in a casual, but, of course, kindly and most graceful way that he was a firm believer in short after-dinner speeches. and commonly took his own medicine by limiting his efforts to five minutes, I am very sure he had your welfare at heart, possibly my own as well. In any event it would be no hardship to me to accept and abide by his very sensible suggestion. But I beg von to remember that though the Pharmaceutical Press very often speaks for itself, it rarely or never speaks of itself on such an occasion as this. Unless my memory is at fault, the Pharmaceutical Press has never before received the high honor of a place among the speeches which engage your speakers and invite your attention at this annual banquet. I am, therefore, very little likely to exaggerate your interest in the topic or to subject your patience to an undue strain. Indeed, beyond affording the jobber

and proprietor the means of communication with the 40,ooo druggists who constitute your clientage, the Pharmaceutical Press has, I realize and admit, only one claim on your consideration, and that is as a useful institution performing a valuable, yes, an indispensable work for that laborious and modest yet honorable and educating occupation whence most of you have been graduated. (Applause.) To the practice of pharmacy many of you dedicated the precious, unreturning years of your youth. Having resigned it for a broader and larger life work, you have yet retained your interest in a calling which gave you your education, which prepared you for your present tasks, which witnessed the kindling of your ambitions, and which is yet pursued by the men whose prosperity is the only source of your own success.

Casting your glances backward over the interval of decades to the pharmacy of your early days, the changes which the busy years have brought about must fill you with a strange sense of contrast between the present and the past—colleges and boards of pharmacy, pharmaceutical legislation, State and National organizations, the journals of varying type—some of these things had scarcely been born; others were yet in their veriest infancy, and on none of them did the sturdy and robust individualism of your youth depend for its salvation. Every man fought out his own success, or quietly accepted his failure. The pampered and State fostered creature of German and French legislation, with its concessions, special privileges and carefully limited rivalries, was hardly more than a grotesque day dream to your eves inured to the grim realities of a contest in which every man asked only a fair field and no favor. Poverty and competition were the wolves which suckled the young nurslings of pharmacy in those early days. Can it

be denied that the diet was a wholesome one? Look at the fruits of that austere bringing up. Note the number of successful men who were graduated from that stern school—teachers, scholars, writers, manufacturers, jobbers, proprietors. American pharmacy has no need to hang its head. To-day in some of its branches it is battering at the door of every market, domestic and foreign. It is keeping even pace with the wonderful progress of medical science. Its products are known and honored wherever disease is treated by scientific methods; and every wind that sweeps the earth bears the echoes of its voice. (Applause.)

But now we see hard at work the various agencies for the betterment of the pharmacist's lot—the colleges, the boards, the journals, the State laws. Will they succeed? Will they aid measurably in doing what once every pharmacist did for himself? Yes, if only the old habits of self-reliance are not abandoned, and if, above all things, we preserve a constant distrust of what legislation can do for us. I know it is old-fashioned and unpopular to question the all-wisdom and omnipotence of government in promoting the general welfare, but some of us will be well content if, in attempting to do for the people what they once did for themselves, government does not weaken the springs of individual character, and give us, in the words of Lord Macaulay, "only the dearest and the worst."

Your quick eyes have not failed to discern the remarkable invasion of business by journalism which has proceeded steadily during the past few years and is now almost complete. There is scarcely a nook or cranny of professional, technical or commercial life that is not occupied by its appropriate organ. Not alone the doctor, the lawver, the clergyman, the artisan, the farmer; but

also the manufacturer, the jobber and the retailer in every conceivable branch of industry is now provided with periodical literature bearing upon his work, devoted to the interests of his class, and alert for every chance to promote his welfare. This is no place for statistics, else I might have obtained from the postal authorities some statement of the thousands of journals, the millions of readers and the tons of mail matter which indicate the colossal circulation of the trade press. Men combining literary talent with business ability or technical knowledge have thus found open to them a totally new field, and they have swarmed into it. The modest literary gift which, in days of old, would only have produced an execrable poet or an obscure hack or a mediocre newspaper man, is now used to soften the deadly dullness and tameness of professional literature, and to embellish, at least with good taste and pure English, the discussions of trade topics, even if it cannot invest them with charm and beauty. Just as many an artist who would have starved to death as a painter, achieves an enviable name and competence as an illustrator, besides educating the public eye, so many a man of literary tastes and inclinations finds that he can do more for himself and for the world by harnessing his little Pegasus to a cart. Such is today the immense demand for men who possess, besides the mystery of some business, the gift of picturesque expression with pen or pencil that I should earnestly advise every ambitious young man proficient with either implement to cultivate first its artistic uses and then apply it to a trade. The sonneteer, the essavist, the playwright, the high-soaring author of verse or prose, must needs enter into competition with the immortal dead, and, unless he possesses a truly illustrious talent, his disappointment is bound to break his heart. What the living

need now is the man who is willing to put his literary or artistic ability to humbler offices. The loss in fame will be more than balanced by the gain in usefulness and happiness.

Now, bearing these things in mind, compare the pharmaceutical press with the press of any other profession. Compare it with the medical press. Ask yourselves those searching, penetrating questions which go to the very marrow of the subject: What is the character of the men behind the pharmaceutical journals? Have they courage and high spirit? Are they truly loyal to the interests which they profess to serve? Have they real convictions and principles? Since revenue is one of their chief aims, are they for sale to any and every bidder? What are their scientific and literary standards? With what measure of zeal and enterprise do they grapple with every chance to enlighten, to instruct, to stimulate their readers? What is their attitude toward those salutary reforms, commercial, educational, legislative, to which the generous, high-minded spirits of pharmacy are everywhere aspiring? What measure of co-operation are they lending to that great organization of earnest and able men? Some of their representatives are with you tonight who have raised aloft the banner of emancipation from trade evils, and now constitute the last hope of a well nigh desperate cause. Believe me, I have had exceptional opportunities to study these questions with the not indulgent eye of a competitor as well as from the view point of the extensive advertiser. And constantly, when I see how little the average druggist does for his journals, I wonder and marvel at how much the journals do for the druggist. And when I see how much the pharmaceutical press is indebted to its advertising patrons, I marvel not less at its independence and spirit. To the credit of all the leading pharmaceutical journals be it said that while they will cheerfully render their advertisers optional favors and courtesies, in the main lines of their policy, they are never deflected from a royal devotion to the interests of the drug trade. (Great applause.) In this audience, Mr. Toastmaster, there are many men who advertise in the pharmaceutical press, some of them extensively, and it is fitting that I should here emphasize the service which the editor renders to the entire community of advertisers every time that he refuses a favor which ought not to be asked, or which is not compatible with the freedom of his pages. Courage, manly independence, ability to say no-these things give tone and character to a journal. They are the very blood in its veins, and when they are foolishly abandoned for mercenary reason the journal speedily falls into a contempt which makes it equally worthless to reader and advertiser. Character, character, will never cease to be an element of value in an advertising medium. It will always be the chief capital of the advertising solicitor, the most valuable asset of the publisher, the joy, the pride and the reward of the editor. (Applause.)

Ladies and gentlemen, it is an ancient and beautiful fancy that the men who have once labored with brain and heart on behalf of a beloved cause, are privileged, after death, to revisit the scene of their devotion, there to warn or cheer or inspire their successors. If the shade of the large-hearted and high-minded Proctor were to come among us, we can imagine how the present day institutions of pharmacy would pass in review before him; and we can almost hear the solicitous questions which he would address to the genius of each. To the genius of the pharmaceutical press he would say, "And you, my daughter, what is your contribution to the com-

mon welfare of that ancient and useful craft to which I gave my life?" And the answer would be ready: seek to provide my followers with everything that can instruct, enlighten, broaden and stimulate. I admonish them untiringly that they must cultivate business talent and that on the professional side of their calling they must educate, educate and educate. I support every promising reform, girding up the loins of every movement and organization, which makes for the welfare of pharmacy, I summon the State boards to shut out the stupid, the illiterate, the incompetent. I pray and implore my followers to give more heed to the character of the young men who may engage as apprentices, to become eventually their own successors. I call upon schools and colleges to keep pace with the progress of the times, to impose proper entrance examinations, to improve the quality of their instruction, and to deny its privileges to the clearly unfit. The gospel of organization I spread abroad. Wise legislation I uniformly support, but always in the conviction that voluntary organization is infinitely more powerful and helpful than the machinery of the State." Such would be the reply from the spirit of the pharmaceutical press, and the truth would be its warrant.

Ladies and gentlemen, you have listened with admrable patience to some of the sentiments which cluster round a subject that has only an indirect interest to you, and I wish to thank you most warmly. (Great applause.)

Toastmaster Cook—And what shall I say of the next toast! It is a subject which is nearest and dearest to the hearts of us all; and is it not proper that it should be responded to by the noblest and sweetest of men, our old-time friend, Mr. M. Carey Peter, of Louisville.

Toast-"THE LADIES."

Response by Mr. M. Carey Peter.

Mr. Peter—Mr. Toastmaster, Ladies and Gentlemen, Fellow-Worshipers at the Shrine of This Divinity: Many a time I have gone home at this unreasonable hour and framed an excuse as long as the speech I intended to inflict on you, and found one sweet little woman with a genial smile, but a firm voice, saying: "You had better go to sleep and tell it in the morning." She is in the audience, and looks as if she would say that now. (Humor.)

"Evolution" is what I wanted to speak about. Modern thought teaches us that men came from monkeys and the creation was imperfect, an arch without a keystone, and that man went to sleep. But how many centuries he slept, after he ceased to be a monkey, history does not record; but when he awoke he found there next his heart a woman—the keystone of creation, the highest possible type of evolution. So you need not worry about what we are going to be in the future. They will stay awake at nights and wait for us, and then listen to any sort of a story as to what kept us out.

I am not going to speak for more than a minute. I have forgotten the things I had to say, and I am glad of it. I am in the fix of the fellow who, at Philadelphia, attempted to make an after-dinner speech, and told the people that he and God alone knew the beautiful things he had to say, and now God only knew them. The ladies are not so easy to fool as we sometimes think; they do not believe half we tell them. It is true they are here with us to-night in enthusiastic attendance at this late hour, and they see that our glasses are still full. But we cannot fool them, for they know that we are on our good

behavior to-night. I saw somewhere a few lines that ran like this:

"Said a young and tactless husband to his inexperienced wife:
If you would cease to lead a fashionable life,
And give more time to cooking and how to mix and bake,
Then, perhaps, you might make some pastry like my mother used
to make."

But you know the worm will turn, and his wife said to him:

"If you would give up horses
And a dozen of clubs or so;
Give more thought to business,
And not be so slow,
Perhaps you might make money,
As my father did, you know."

Toastmaster Cook—Ladies and Gentlemen, this concludes the regular list of toasts. (Calls for "Eliel" and "Kramer.")

ADDRESS BY MR. H. L. KRAMER.

Mr. Kramer—Mr. Toastmaster and Gentlemen of the Association, and last, but not least, the foremost in the hearts and in the memory of the gentlemen here to-night, the ladies, who have kindly remained so late, I wish to thank you all for being here, as it gives me an opportunity of directing your attention to my picture upon the menu where I have been placed in a manner that is very dear to my heart. I speak advisedly because only within the last few days I received a cablegram from Paris stating that a gold medal was ready at the Paris Exposition for the American proprietary advertiser who "works while he sleeps." The committee, in awarding the gold medal, said that he was entitled to it for they had never found a proprietary medicine man yet who

worked while he was awake, let alone made any effort to keep busy after night. I thought it was no more than fair to make this announcement so that the next time the committee had to wrestle with advertising detail they would not look to me.

I presume the reason I have been called upon (as it is now along into the night, away after one o'clock) is that some of my friends in the audience thought it was about time for me to go to work. Well! this is about as hard a midnight job as I have ever tackled, and if it were not for the fact that a ship came into New York City to-day I would sit right down. (Laughter and applause.) I am glad to see that the jobbers appreciate the point, and I am just as glad as they are that the ship came in, as it no doubt has a great deal to do with the feeling of good humor, happy smiles and enjoyment of this occasion.

Gentlemen, nobody knows but yourselves what a victory you have won. You have made a long, hard fight, well planned, diplomatically handled. The element of dissension that for a moment seemed to cause you trouble has stepped aside and one of the greatest concerns in this country has seen fit to bow its head and properly sign the contract, but in six months from now when you go down State street and find the cutters are still cutting as they cut to-day, walk into the department stores and find the leading proprietary preparations in goodly supply and the prices as low or lower than they are to-day, it will be about time for another ship to come in. I am not going to anticipate trouble for you by talking about it, and I have had the experience that when a man starts out with the best intentions in the world he cannot please everybody, but in six months from now when this ship again comes in and makes its landing and it fails to

bring satisfaction and prosperity to the retail druggist, whose fault will it then be? Oh, no! I am sure it is not going to be on account of the failure of the jobber to do his part. I presume, then, it will be the fellows who are on the other side of the street, the proprietors or the retailers. This is no child's play, gentlemen; it is a serious proposition involving the business welfare of tens of thousands of people and millions of dollars of capital. And now that we have entered into a contract let us each and everyone do our part in the honest, straightforward fulfillment thereof, so that in the end the three magnificent businesses represented by the jobbers, the retailers and the proprietors may be made doubly successful, which they will be if each and all honestly and conscientiously do their work.

ADDRESS BY MR. J. C. ELIEL.

Mr. Eliel—Mr. Toastmaster, Ladies and Gentlemen: It is always a great pleasure for me to come to a banquet of this kind. I sit and learn so much. One thing that I learn is how not to make a speech, and I have had considerable of an education this evening. I was very much pleased with that gentleman who told us to keep our chins up. He kept his chin up until I nearly went to sleep. (Laughter.)

It has always been a great delight to me to get an audience at about two o'clock in the morning, when it is nearly dead—when I am not on the programme and they have had a good time. My mind has been clear and free from any obligation of this kind and nobody certainly expected to hear from me. Not long ago I attended a similar occasion and was called upon informally in this way, and I got up and said I did not know what to talk about, and a kind friend in the audience sung out, "Eliel, talk about a minute."

I think it is very good advice to follow upon this occasion, but, Mr. Toastmaster, I cannot, late as it is, decline to say a word to these dear creatures whom the gentlemen bring with them to the convention—those flowers of loveliness that bloom forever in our families and by our firesides. Those for whom we do all and dare all. They talk to us about the man behind the gun, but I want to tell you that the power that moves the universe is not the man behind the gun, but the girl behind the man behind the gun.

Statesmen govern nations, kings mold people's fate, But the velvet hand of woman These giants regulate.

The iron hand of commerce, By woman's charm is purled; The hand that rocks the cradle, Is the hand that rules the world.

I have been particularly unfortunate, it seems to me, at this convention, in that I have come here alone and left behind me the woman who, when all is said and done, is all the world to me. For this reason I have not been able to see much of the ladies, though I must say, Mr. Toastmaster, that I attended the President's reception the other evening for a few moments and it did seem to me that I saw a good deal of some of them. (Laughter.) I have always been much interested in the ladies, and I am going to conclude my rambling remarks by telling you a story. I was going up the street the other day in my automobile when the conductor sang out: "Stand up in front there." I stood up in front and got behind two young ladies, and was crowded so close to them that in spite of all I could do I was forced to overhear their conversation, and they were talking about getting married. Hope springs eternal in the human heart, especially the female heart, and these girls were telling what kind of husband they would like to have. One of them, the elder of the two, said, "Clara, when I get married, I want a husband who is not particular and easy to please." And the other said sweetly, "Don't worry, dear; that's the kind you will get." (Applause.),

Toastmaster Cook—Ladies and Gentlemen: I beg to remind you that you are all expected to be up very early in the morning to take the boat to Milwaukee, and the ladies having been kind enough to remain with us so late, we shall now consider the banquet to be closed.

The company then dispersed.

THE TRIP TO MILWAUKEE.

Nature smiled on the three hundred and fifty whole-sale druggists, proprietary medicine manufacturers, their friends and wives and daughters, on the Milwaukee excursion, September 21st, when the courtesies of the Cream City were extended to the two drug associations by the F. Dohmen Co., Yahr & Lange Co., Jerman, Pflueger & Kuehmsted Co., "Best Tonic" Department of Pabst Brewing Co., The Daily News, Evening Wisconsin, The Germania, The Herold, Milwaukee Journal and The Milwaukee Sentinel.

The sea was smooth and a light off-shore breeze left nothing to be desired. The journey north began at 10:30 A. M., and was one of uninterrupted jollity. The steamer Manitou, specially chartered for the occasion, was voted a beauty, and the arrangements were perfect. An elaborate lunch was served on the boat, with souvenirs of coffee spoons for the ladies and cigars for the men.

On the way several carrier pigeons were liberated, and

they carried messages to the Milwaukee Committee, notifying them that the party was coming. This was a feature which was very interesting.

Arriving at Milwaukee at 4:30 P. M., the visitors were met by the reception committee of Milwaukee druggists and the Milwaukee Journal band. More than fifty carriages were in waiting to convey the guests through the parks to the Pabst Brewery. The inspection of this interesting plant consumed an hour, during which a German lunch was served in the "Frost Kollar," with music by Horlich's Food Band, which had accompanied the tourists on the boat. A return to the boat was then begun, and at 8 P. M. an informal dinner was tendered by the above named firms and newspapers at the Plankington Hotel. It was a purely informal affair, in which the ladies participated.

Mr. Kathrens, Chairman of the Milwaukee Entertainment Committee, called the company to order after coffee had been served, and said:—

Ladies and Gentlemen:—I assure you this is going to be my last appearance to-day. We promised you a strictly informal time in Milwaukee, and we hope it has been so from beginning to end. No one has been given the office of toastmaster, and it has fallen to my lot to make the announcements. It is always customary in Milwaukee that when strangers come to our gates we bid them welcome. (Applause.) Mayor Rose, of Milwaukee, was, unfortunately, called away from the city but a few hours ago, and I have great pleasure, therefore, in introducing to you General Joseph B. Doe, who will represent the Mayor. (Applause.)

ADDRESS OF GENERAL J. B. DOE.

Ladies and Gentlemen—I feel it a distinguished honor to have been invited to address you upon this occasion.

When the Mayor informed me this morning that, having been called out of the city, he would be unable to perform the pleasant duty of welcoming the Druggists' Association and the Proprietary Association of America to our city and requested me to represent him to-night for that purpose, I felt very much pleased, although I fear that our able and eloquent Mayor has selected a poor substitute. However, having begun, as is always necessary you know, with an apology, I will proceed to indulge in a few desultory, wholly unprepared and extempore remarks. (Speaker produces manuscript of speech, amid much laughter by the audience.)

You do not care, of course, to hear of the beauties and attractions of Milwaukee. Some of these you have seen, and others you will doubtless inspect before leaving us, but in any event, I beg you to feel assured that your welcome to Milwaukee is a hearty and earnest one.

At first I thought I would discuss with you to-night some professional matters, some subjects of pharmaceutical study, for example, and that we might perhaps not unprofitably wander together for a time along the paths of the chemist's investigations, but I soon found that in order to make any progress, we should have to consider at the outset meteorology, thermomatory, evaporation, distillation, fusion, sublimation, calcination, granulation, comminution, solution, filtration, clarification, decoloration, precipitation, extraction and crystallization; and also take up the discussion of amylaceous, mucilaginous and saccharine substances, as well as glucosides, alcaloids, etc. Upon realizing this, I concluded not to make a serious effort to exhaust these subjects in ten or fifteen minutes; in fact, to wait until I had taken advantage of a favorable opportunity for microscopic analysis in the laboratory of specimens of Chicago River water and

oratorical chunks of atmosphere from the political forum.

It is always thought proper, I believe, for a man who knows nothing about a subject, upon being requested to speak upon it, to indulge freely at the outset in words of advice to his hearers.

Let me say, therefore, to you young men, particularly, that the high hopes, serene confidence, boundless energy and the abiding faith of the youthful druggist are most beautiful, honorable and fruitful qualities. Hold on to them as long as you can. Do not be afraid of being thought radical or tenacious in your opinions; do not let your natural, and often abnormal, modesty keep you from pushing to the front in your chosen calling. Remember that if progress is to be made in any of the paths of scientific research, the pioneer is usually a crank or enthusiast. If it had not been for such, what we know as the civilized world would be in barbarism to-day.

It is a beautiful thought, so well expressed by the great dramatic poet, "In the bright lexicon of youth, there is no such word as fail," in the drug business (applause).

Be honest in your business. Give your customers what they want; don't tell them they want something else. (Applause.) A fool customer who does not know what he wants is better than none. Follow the shining example of that prince of philosophers, Josh Billings, who said on New Year's Day, "I am going to turn over a new leaf; I am going to try through all this year to be honest; but it will be just my darn luck to miss it."

If a buyer wants a certain remedy or article, do not try to sell him some other, unless they are very much alike and the margin of profit is a little better on the latter. By pursuing the course indicated, you will at least impress your customer with respect for your opinion as to the "something just as good" and the breadth of your knowledge, even if you fail to sell to him any goods.

As a layman and an outsider, there is one personal matter I wish to mention. Having in mind, with great distinctness, some of the experiences of my boyhood, I wish to urge upon you druggists and other proprietors to help on the tendency of the times to do away with nasty medicine. The idea that the value of a prescription and the wisdom of its compounder is in exact proportion to its disagreeable taste is one respectable only because of its antiquity.

The pharmacist of to-day, like members of many other professions, stands on a far higher plane than he occupied a few years ago. He is now, or should be, a scientist, not a mechanic; an investigator, not a mere roller of pills; a student, as well as a merchant.

The skill to detect and the honesty to expose fraud and deception in drugs and foods mark the progressive pharmacist of the times, and not merely the ability to compound a palatable milk shake, or to draw a glass of soda water, with the proper margin of froth.

The responsibility of the druggist cannot be overestimated. Such a subject need, of course, not be referred to in this company, for unquestionably you have all been well drilled in its great importance. Undoubtedly you are each and every one of you burdened with an everpresent sense of the care, patience, presence of mind and accurate information necessary to avoid irretrievable mistakes. How great must be the regret, how keen the mental anguish, how fearful the remorse of that unhappy apothecary, who, in a moment of inadvertence, has furnished to some unsuspecting customer the deathdealing product of the poppy, instead of the blessed boon to man

derived from the cinchona tree. Should one of you be so unfortunate, he might find himself in the position of that druggist who came rushing to the front of the store one day in a frantic manner, with flushed face and starting eyes, and said to the boy, "James, James, get your hat, quick, and run over to Mrs. Smith's. I have made a fearful mistake." And the boy, with blanched cheeks, said, "What is the matter?—arsenic!—morphine!—poison!" "No, no," said the druggist, "she sent for ten cents' worth of one cent stamps and I sent her ten two's." (Laughter.)

The history of the druggist's profession is one of evolution. From the rudest beginnings it has developed into a science, broad and comprehensive in its scope and grand and noble in its purposes. The degree of Doctor of Pharmacy is to-day regarded in Germany as equal in dignity with that of D.D.S. or M.D.

Born of man's necessities, the science has struggled onward and upward, ever an important factor in and index to his progress. During the dark ages of barbarism and superstition, made the tool of charlatans and quacks in every clime, it has slowly and certainly pushed its way to a high plane, until to-day, having emerged from the chaos of empiricism, it stands an acknowledged science, the promise of whose future is radiant with possibilities. In this, as all other paths of human effort, education is eminence, knowledge is power.

Another word of advice, if you will allow me: Do not be afraid of putting a reasonable price on your goods. It gives good satisfaction all around when a retailer charges one dollar and fifty cents for an ounce of chloride of sodium to have him able truthfully to say, "I cannot afford to sell it cheaper, on account of the wholesale price," and if your customers report to you that such dealings do not

give entire satisfaction, look wise and dignified and say to him, "Advise the dissatisfied to bear the ills they have, or become homeopathists."

Another thing: Do not fail to advertise. The only business that flourishes without the use of printer's ink is that carried on by the sexton of a cemetery, and he cannot be considered to be in a live business. (Applause.)

The future pharmacy is indeed a brilliant one. It requires a breadth of education, a profoundness of research and a degree of learning unknown in the past. All the various branches of learning connected with the study of medicine, of botany, chemistry, physiology, etc., will not only be open to the pharmacist in the future, but he will be expected to know more than a little of each. He will have to know better than the boy who is asked, "Of what is the human body composed?" The boy replied, "Three-fourths water and the other two-fifths meat and vegetables." (Laughter.)

The future pharmacist will be a chemist, an analyst and a bacteriologist, the broad minded scientist of his community.

Synthetic chemistry seems to me to be the great field for the future pharmacist. When sugar, starch and eggs can be produced without a farmer or a hen, science has, indeed, the right to say there is no limit to the possibilities of the future.

Though marvelous has been our progress, we are but entering upon an era of achievement. Each great discovery makes possible mightier ones. Each advance is but a harbinger of others, bringing man and nature into more perfect harmony.

All hail, then, to science! Its fields are full of thorns and brambles, its paths beset with rocks and pitfalls, but

what a magnificent reward is offered to the patient, careful and persistent searcher in its boundless domains! It remains, then, for those who do not fear the struggle to push forward into the unknown realms. Those who do not fear that they might fall faint and weary with the seeming hopelessness of the task, those who can press on through days of work and nights of toil, with never flagging courage and never failing industry, may reach the glorious fruition which shall cause their names to be emblazoned on the brightest pinnacles of fame as benefactors of the human race. (Applause.)

I thank you, ladies and gentlemen, for your courteous attention, and once more bid you a hearty welcome to Milwaukee. (Applause.)

Mr. Kathrens—To respond to the remarks of General Doe, it is my pleasure to call upon Mr. Frank A. Faxon, of Kansas City, Mo. (Applause.)

ADDRESS OF MR. FRANK A. FAXON.

Mr. Faxon—Mr. Toastmaster and Gentlemen of the Entertainment Committee and Friends, of Milwaukee:—On behalf of the National Wholesale Druggists' Association, the Proprietary Association of America and the National Association of Retail Druggists, and their mothers, wives and daughters, I am pleased to respond to the address of welcome of General Doe. It has always been my custom in making an extemporaneous speech to have my eyeglasses handy, because I find them useful. (Humor.)

Coming up the lake to-day, Mr. Kathrens came to me and said: "I would like to have you respond to the address of welcome, which will be delivered to-night in Milwaukee by General Doe." I said to him: "I don't know about the Milwaukee people, but it is a little hard

on our own folks to listen to a speech by Mr. Eliel at 1:30 in the morning and one by me at 10 in the evening." For fear that I might possibly open my mouth and get my foot in it, or possibly two feet, as Mr. Eliel did at the banquet this morning (laughter), I have noted down what General Doe has been pleased to call a few desultory remarks. I thank you, General, for that expression.

We came up the lake in the steamer this afternoon and were met by your Committee, and we have been most royally welcomed to this magnificent city, located upon the shores of a great unsalted sea. We have been driven through your beautiful streets and your boulevards; we have seen your parks, your verdant squares, your monuments, your statues, and your great public library, and we have been greatly pleased with what we have seen. We have been driven by your homes of culture, your beautiful homes, which show refinement, and we have seen, too, your ambitious structures dedicated to commerce, showing a great and growing business here.

It has been a most delightful occasion, this. We have been told of your great industries, we have learned of these great tanneries, and I never see the word "tannery" that I do not think of the great commander who stood four square to every wind that blew. (Applause.) We have seen the brick that made Milwaukee famous. (Laughter and applause.) You sent us some specimen bricks to the Kansas City Convention. I saw them at the Kansas City Club. At the time I saw them they were not cream-colored, but they were bricks all the same. (Applause.) We have heard of your great engine works here. I did not know until to-day that possibly, or rather probably (in Kansas City we would say probably), you here have the greatest engine works in the world. We have been entertained at one of your great breweries.

We have been pleased to drink of that amber fluid which stimulates and nourishes, but, so far as I know, never intoxicates. (Laughter and applause.)

The ex-Governor here, sitting at my side, says it used to be said that it was Peck's Sun that made Milwaukee famous, and if it had not been that Peck's son was a bad boy I believe it would have been so; but, under the circumstances, I propose to give the meed of praise to the brick. We have been told by the Entertainment Committee of your large tin manufacturing plant, where you make all of the household utensils that are in use here, where you make the tin bucket; and I am sure that all of us, no matter what political party may be in control, will always hope that the tin bucket in the hand of labor will never be but half filled. (Applause.)

The hospitality of Milwaukee is nothing now to the members of the National Wholesale Druggists' Association. At one of our meetings a few years ago we received from this city an invitation to meet here, and that invitation, most cordially worded, was inclosed in a gold case. It was not at that time accepted, and the only reason that I can give for its non-acceptance is that possibly it should have been accompanied by sixteen silver cases. (Applause.) But, Governor, that was four years ago! In the rooms of the Commercial Club of Kansas City we have on the walls there a badge, and a beautiful one it is, too, upon which is stamped the words, "Milwaukee National Democratic Convention, 1900." I have great admiration for the courage of an opponent who will have his medal stamped in advance of the combat. In the contest Kansas City won, and we shall keep that badge there in our little museum as a most interesting relic. We had the Governor at our Kansas City Convention, and it is pleasing, in one sense, to read of the

Kansas City platform. At the same time I do not know but we would have been just as much pleased if it had been a Milwaukee platform. Names of cities in such matters do not cut very much figure.

Many of us, Mr. Toastmaster, I think have to-day for the first time set our feet upon Wisconsin soil. That we have not done so sooner is probably not our fault. have known of the great resources of this State. know of its solid worth, and the high character of its citizens. We know that in this State you have a large number of those people of foreign descent who, in this country, really form a large part of our most sturdy stock; those people to whom the city offers great opportunities and is a happy home; those people whom, it seems to me, become as enthusiastic Americans as any of us. They carry the flag in their hands, and written upon their hearts is the spirit of our flag. I recently heard of a Kansas City German who went to the Fatherland this summer, and one day on the streets of his native city a circus or something of the kind was passing, and there was the American flag, and his daughter wrote to a friend in Kansas City that her father went wild and said that was the best thing he had seen since he had been in the Fatherland. (Applause.)

Mr. Toastmaster, we shall leave here with the most pleasant memories of our cordial reception and our most delightful visit. We have been in Chicago for four or five days, and if there were no Chicago gentlemen present (but I see there is one at the second table), I should say that this is the crowning feature of it all. (Great applause.) There is great warmth in Chicago. (A voice, "Oh, no!") Yes, there is; oh, yes. I want to say to the Chicago Committee who have given us the splendid entertainment there this week that they have won the

hearts of all of us. (Prolonged applause.) This has been a crowning feature, and we shall go from this city carrying the most pleasant memories of a splendid city that forms one of the chain of great cities reaching from the Atlantic to the shores of the Pacific, and which under the beneficent influence of this nation, under the dear old flag, is marching forward to a mighty future. I thank you, ladies and gentlemen. (Great applause.)

Mr. Kathrens—No Milwaukee gathering is at all complete without a few serious words from one of Wisconsin's most distinguished citizens. I have the pleasure of introducing to you ex-Governor George W. Peck.

ADDRESS OF EX-GOV. GEO. W. PECK.

Governor Peck-Mr. Chairman. Friends and Guests: —I am troubled a little to-night with the full dinner pail. I notice from my experience in the world that when a man is chock full of quail on toast, Blue Point oysters and champagne he worries a great deal about the empty dinner pail of the poor laboring man. (Laughter and applause.) I will not go any further into politics. This occasion gives me great pleasure. For twenty years I have been trying to get in touch with the wholesale druggists of the United States, and this is the first time I have been able to do it. I am out of the newspaper business just now. I ran a newspaper for twenty years, and tried to get the advertisements of all the wholesale druggists in the country, but got only two. If I had met you all twenty years ago, and filled your dinner pails chock full, I could have gotten advertisements enough from you to make me rich; but I only got two-one of Castoria and one of Ayer's Pills.

After my paper had been suspended for a number of years, two years ago I started it up with a new idea,

which I have agreed to carry out with any man on earth. I said I would start up Peck's Sun again and get all the advertisements for patent and proprietary medicines by agreeing on the start to take all medicines personally and become a demonstrator, and issue certificates to them, and charge them two hundred dollars a column. With that idea I would advertise if any manufacturer of patent medicines would send me a quantity of his medicines, I would take it, and I would give him a certificate which would be better than any given by Tom Jones, Dick Smith or Sam Brown, which they publish in the almanacs. I have taken four cases of Lydia Pinkham's Compound. (Great laughter.) I say, I have taken four cases of Lydia Pinkham's compound—on advertising. I could not consume it, or sell it, so I gave it to the poor. I tried all kinds of things, and wish I could have eaten more, but found I could not live through it if I went through the list of patent medicines.

We have in this city a sanitarium, the Pabst sanitarium, for the cure of all diseases of humanity, and I want you to remember that that institution is a cure-instead of being a brewery, that institution is a cure for all of the diseases of man. It is what we call the "hop" cure. There is no disease on earth but what can be cured if you keep up the treatment long enough. Some of us have kept it up for many years. I have stock in that establishment—that is, not stock in the concern, but the stock that they furnish—I have stock in that. (Laughter.) That stock is a cure—any disease that the human family is heir to can be cured by the hop cure at the Pabst sanitarium. If you want to be cured quickly-many people take too much of the cure-you do not want to take more than one-eighth keg in each day. Many people overdo it, and they have been known to get full. There was a gentleman here from Chicago two years ago that overdid it and got full, so that he had to go to bed; but that is the only case we have had here in forty-five years. People who want to be cured sooner than they can be by the ordinary hop medicine are instructed to use the Best tonic. That will cure in ten days any disease on earth. Mr. Kathrens is the Lydia Pinkham of that concern. (Laughter and applause.)

There is one thing in particular to which I want to call your attention, and that is, you do not advertise enough in our local papers. Our papers are the best in the world. All they want is more advertisements, and it does seem to me that no druggist in the United States could live and do business without having a two-column advertisement in our local papers. If you should advertise in our papers, however, I would like to have a string to the advertising contract. I am a candidate for an office, and if any of them abuse me in the next six weeks, I would like you to withdraw your advertisements. (Applause and laughter.)

We are proud to have you come to Milwaukee. Every association that amounts to anything comes to this city. We have had sixty this season, two each week, and we have not enjoyed any party we have had here as we have you, unless it was the undertakers. We had the undertakers here, and enjoyed their visit very much. They were as jolly a lot as you ever saw in your life. We enjoyed the company of some of them for a week. I hope you will try to be as jolly while you are here as the undertakers were. The city is wide open. We intend that our guests shall have anything they want. There were some gambling places here a short time ago, and, as you are going away at midnight, you might want

to look around a bit. A short time ago they were doing well, but a party of insurance men came here—life insurance agents—and they stayed here two days and broke every faro bank that there was in town. Some of them may have recuperated, and if you do not go home on the boat, General Doe and some others of our citizens will be happy to show you where to go.

Inasmuch as you are to leave very soon, I will not detain you any longer. I hope you will come again. Milwaukee will be growing. If you come next year, we will have fifty thousand more population than we have this year. We lack about fifteen thousand of having three hundred thousand. We have just about doubled up in the last ten years. We want you to go away with some of these ideas in your mind, so that if the place you live in does not exactly suit you, you can come here to Milwaukee. We want six hundred thousand in the next ten years. If you hear of any active men, who have a little money, and want to make a change, tell them to come here.

We want to entertain the people when they come here, and we have the facilities for doing so. For instance, we have had sixty conventions of different kinds here this summer, and many of the delegates get out of money. We have an arrangement with the Mayor of the city by which he gives his whole salary for the purpose of aiding such gentlemen. His salary is put into a box, and that is put into a safe, and any man who comes here and runs out of money draws what he wants. The city officials have not had a dollar in the last two years on account of giving up their money to the conventions that come here. I hope during the short time that you are to stay here you will have as good a time as we have had since you have been here. When you go on the boat we will try

to have a little sea on during your trip to Chicago, so that you will wish you had stayed in Milwaukee. (Laughter and applause.)

Mr. Kathrens—I thank the Governor for his testimonial, and will call on him to-morrow for his photograph, promising to run it top of column next to poetry. I now have the pleasure, ladies and gentlemen, of introducing to you one of the old guard of the National Wholesale Druggists' Association, Mr. J. C. Eliel, of Minneapolis. (Applause.)

ADDRESS OF J. C. ELIEL.

Mr. Eliel-Mr. Toastmaster, Ladies and Gentlemen:-I cannot understand why, without notice, I should be called upon to deliver two speeches at two banquets in two cities in one day! A gentleman near me has kindly suggested that it was to give me an opportunity of atoning for what I had done in the early hours of the morning. (Laughter.) It is never any effort for me to say that I am sorry for what I have said, because it is a common experience—I am sorry for almost everything I say. As I told you this morning, I am particularly unfortunate at this convention, because I was forced to leave at home the dear woman who, some twenty-five years ago, consented to spend my savings for the privilege of telling me what she thought of mankind in general and one specimen in particular. (Laughter.) I am a good deal in the condition of the man who, at his wife's funeral, was inadvertently put into a carriage with his mother-in-law. He said that one little circumstance spoiled the whole thing for him. (Laughter.)

I am sure I do not know what in the world you people expect from me. I was introduced here as one of the old guard. I have talked to you upon every conceiv-

able occasion and upon every conceivable subject. I have told you all the stories I have ever heard, and I have that probably you wish you never had heard, and I have either got to get up a new set of stories or have a new audience. I have only two or three more, and they are not fit for a mixed audience, and I would not care to tell them to you unless the gentlemen would kindly consent to retire for a few minutes. (Laughter and applause.) I am not going to attempt this evening to make a speech, for fear that I would fall down as hard as my friend Faxon did, but I just want to say to you in his behalf (you would hardly credit it after listening to him to-night), that I have heard him make a pretty good speech. (Laughter.)

I want to say seriously that, like others, I came to Chicago without the slightest idea of what was in store for us; and if I had any choice of a subject this evening, I should certainly select that of "The Associate Member; God Bless Him." We have been in his hands for four or five days, and we certainly never, in any city in which it has been our good fortune to meet in all these years have been more elegantly entertained than we have been in these two cities. (Prolonged applause.) It was so unexpected. We came to Chicago without an invitation. We simply knocked at their doors and walked in without permission. Instead of being allowed to take care of ourselves, as we expected to, we have seemingly been in the hands of the gods for a week, and to cap it all, they brought us to-day in that magnificent ship over this great land-locked ocean and landed us here in the city of Milwaukee. We have seen your homes and we have seen some of your infant industries, and we do not know which of these two great cities we think most of. (Applause.)

As I said, I do not intend to make a speech, but I must

in some way endeavor to sustain an unfortunate reputation, and with your permission I will just tell the ladies a Sabbath-school story or two, which, as you know, is my long suit. You know the ladies are particularly strong on two things—Bible stories and grammar. When I have been given notice that I am to speak upon some occasion, upon some assigned topic, and sit down with a cold wet towel around my head, and write those beautiful things which you have all heard so many times, and submit them to my better seven-eightlis, she passes over all the beauty of the language and sentiment and lights like a hen on a bug on a mistake in grammar. Such things never escape her for a moment. I suppose you have heard of the little boy in the Sabbath school who was asked to make a sentence of three nouns, "boys," "bees" and "bear." After some cogitation, one boy held up his hand and gave as his answer, "Boys Bee's bare when they goes in swimmin'." There is another little thing in grammar, which runs as follows:-

Said the teacher of the grammar school
To which our boys belong,
The horse and cows is in the barn,
Now what in that is wrong?

The cows and horse is in the barn,
Said one in manners versed,
For, as you know, 'tis more polite
To speak of ladies first.

(Laughter.)

Mr. Kathrens—This concludes our entertainment, ladies and gentlemen, and we trust you have enjoyed this visit to Milwaukee as much as Milwaukee has enjoyed the pleasure of having you with us. Before we leave I want to make an announcement that refers to the boat, so that

there may be no mistake. The boat will leave at 12:30 tomorrow morning. Breakfast will be served on the boat from seven till nine. I bid you good night.

(Three cheers were given for Milwaukee.)

The ladies held a meeting on board the steamer Manitou, and Miss Schneider, of Troy, who acted as Secretary, presented the following resolution:—

The ladies, with a desire to show their appreciation for the many courtesies extended to them during the week about to be brought to a close, wish to thus formally present the following resolution:

"Resolved, That we, the visiting ladies, extend to the Entertainment Committee, 'particularly the Ladies' Committee, our thorough and sincere thanks for the many acts of kindness shown us. Every moment of our stay has been marked by some act of thoughtfulness by the various committees, especially the Ladies' Committee. The memory of this convention will ever be with us, and when we sit by our firesides 'day dreaming,' we will think of all the kind things you have done for us."

ROSTER OF THE CONVENTION.

GENTLEMEN REGISTERED.

F. Aschenbach, Aschenbach & Miller, Philadelphia. Fred'k Aschenback, Aschenback & Miller, Philadelphia.

Jno. Anderson, Chas. Pfizer & Co., New York.

Wm. O. Allison, "Oil, Paint and Drug Reporter."

J. W. Allison, Thompson Bottle Co., St. Louis.

G. H. Ball, J. P. Smith Co.

Q. J. Benjamin, American Druggist.

W. D. Breen, Tyler & Finch Co., New York City.

F. M. Bell, Armour & Co.

John Birks, Colburn, Birks & Co., Peoria.

A. R. Bremer, A. R. B. & Co.

W. E. Bailey, Potts Drug Co., Wichita.

L. B. Bridaham, Bridaham, Quereau & Co., Denver.

Wm. Bodebender, Finlay, Dicks & Co., New Orleans.

J. E. Bartlett, Parke, Davis & Co., Detroit.

Horace Burroughs, Burroughs Bros., Baltimore.

Henry Beck, Dodge & Olcott.

A. Bauer, Bauer & Black.

S. H. Black, Bauer & Black.

R. W. Block-Murray & Nickell Mfg. Co., Chicago.

H. Behrens, Behrens Drug Co., Waco and Galveston, Texas.

E. H. Buehler.

F. W. Buescher, Parke, Davis & Co.

W. E. Barker, S. V. & F. P. Scudder, New York.

Jno. Byrne, Columbus, O.

B. E. Borges, Sherman, Williams & Co.

R. H. Bradley, Walling, Kinnan & Marwin, Toledo.

A. H. Beardsley, Miles Med. Co., Elkhart.

W. C. Bolton, Brooklyn.

John Blair, Waterbury, Conn.

F. R. Bruen, Pond's Extract Co.

M. L. Barrett, M. L. Barrett & Co.

Thos. A. Cobb.

F. R. Churchill, Churchill Drug Co., Burlington, Ia.

C. H. Camp, Centaur Co., New York.

S. H. Carrigan, Parke, Davis & Co., Detroit.

A. L. Carter, Resinol Chem. Co., Baltimore.

M. H. Carter, M. D., Resinol Chem. Co., Baltimore.

W. T. Case, Boehringer & Soehne, New York.

D. M. Cowen, Plympton, Cowen & Co., Buffalo.

A. B. Cowgill, The Bailey Drug Co., Zanesville, O.

F. W. Cole, I. W. Cole & Co., Black River Falls.

T. E. Crossman, Official Stenographer, New York.

T. G. Conde, W. T. Hanson & Co.

D. B. Chandler, Mulhens & Cropff, New York.

C. F. Cutter, Eastern Drug Co., Boston.

T. P. Cook, N. Y. Q. & Chem. Co., New York.

A. W. Claffin, Geo. L. Claffin & Co., Providence.

J. F. Cowes, J. L. Thompson Co., Troy.

John Clay, Merck & Co., New York.

Fred L. Carter, Carter & Meigs, Boston.

- C. B. Cooke, Pozzoni Co., St. Louis.
- J. P. Cobb, Parke, Davis & Co.
- C. H. Duncan, Paris, Med. Co.
- D. P. Daugherty, Moffit-West Drug Co., St. Louis.
- L. R. Dromburger, Mallinckrodt Chem. Works, St. Louis.
- W. T. Davis, "Kansas City Star."
- S. C. Dobbs, The Coca-Cola Co., C.
- E. C. De Witt, E. C. De Witt & Co., C.
- F. Eberlein, Koehnig Med. Co., C.
- C. R. Erwin, Lord & Thomas, Chicago.
- O. T. Eastman, Searle & Hereth, C.
- E. T. Egerly, Ottumwa.
- J. C. Eliel, Lyman Eliel Drug Co., Minneapolis.
- G. P. Engelhard, "Western Druggist," Chicago.
- H. B. Fairchild, Hazeltine-Perkins Drug Co., Grand Rapids.
- E. C. Fowell, Schieffelin & Co., New York.
- F. J. Fox, Smart & Fox Drug Co., Saginaw, Mich.
- J. C. Fox, McPike & Fox.
- E. C. Frisbie, Talcott, Frisbie & Co., Hartford.
- Chas. E. Field, National Lead Co., Chicago.

Frank Faxon, Faxon, Horton & Gallagher, Kansas City.

- W. D. Faris, H. J. Baker & Bro., New York.
- M. B. Faris, H. J. Baker & Bro., New York.
- Chas. H. Gillespie, Fred De Bary & Co.

John Gleichmann, Rosengarten & Son, Philadelphia.

- F. J. Greene, Barker & Wheeler Co., Peoria.
- C. W. Griffith, Scott & Bowne.
- W. H. Gallenkamp, David E. Green & Co., New York.
- C. W. Griffith, Herf & Frerichs, St. Louis.
- T. B. Glazebrook, The Tilden Co., Lebanon, N. Y.

Harry H. Good, Carter Me. Co., New York.

- S. S. Gerstle, Parke, Davis & Co.
- B. C. Hartz, Hartz & Bahnsen Co., Rock Island.
- W. T. Harpes, Jr., J. W. Edgerly, Ottumwa.
- J. B. Hargrave, Hall Capsule Co., Cincinnati.
- A. H. Higbie, Hereth & Frerichs, St. Louis.
- W. H. Hooker, S. G. Wells & Co., Buffalo.
- F. E. Holliday, Chairman Ex. Com. N. A. R. D.
- F. S. Hereth, Searle & Hereth, C.
- T. P. Haley, Jr., St. Louis.
- A. J. Horlick, Horlick Food Co., Racine.

D. P. Hart, W. J. M. Gordon Chem. Co., Cincinnati.

Hartz Drug Co., The, Hartz Drug Co., Detroit, Michigan.

Geo. R. Hillier, New York.

H. Holland, Stallman & Fulton, New York.

J. L. Hopkins, New York.

W. A. Hamann, Roessler & Hasslacher, New York.

Chas. Hubbard, Syracuse.

H. B. Harding, Humphreys' Homeo. Med. Co., New York.

Irad Hawley, Hall & Ruckel, New York.

W. A. Hover, Denver.

W. A. Hover, W. A. Hover & Co., Denver, Col.

Dr. F. L. James, "National Druggist," St. Louis.

C. R. Jones, Powers & Weightman, Philadelphia.

Chas. A. Jerman, Pfleuger & Kuehmsted Co., Milwaukee.

R. S. Johnston, Merck & Co., New York.

Frank R. Jones, J. Elwood Lee Co., Coshohocken, Pa.

J. C. Jackson, Merchants' Gargling Oil Co.

J. H. Jeffries, Jeffries Glass Co., Philadelphia.

Mr. Ketchem, J. P. Smith & Co., New York and Chicago.

E. D. Kenfield, A. Jergens & Co., Cincinnati.

J. R. Kathrens, Pabst Brew. Co., Milwaukee.

Otto Kuehmsted, Jerman, Pflueger & Kuehmsted Co., Milwaukee.

Thos. J. Keenan, "The American Druggist," New York.

J. J. Kearney, Stearn's Electric Paste Co., Chicago.

C. F. Harding.

L. B. Hall, Benton, Myers & Co., Cleveland.

J. Helfman, Parke, Davis & Co., Detroit.

H. J. Heister, Geo. Lucas & Co., C.

F. S. Henry, Williams Mfg. Co., Cleveland.

A. K. Hammond, "St. Louis Republic."

A. W. Hawkes, General Chemical Co., C.

F. A. Hessig, Hessig-Ellis Drug Co.. Memphis.

Prescott Jordan, Liebig Company, C.

J. S. Keller, Anglo-Swiss Milk Co., New York.

C. B. Kinnan, W. K. & M. Co., Toledo.

Justin Keith, J. L. Hopkins & Co., Chicago.

K. L. Kramer, Sterling Remedy Co.

W. B. Kaufman, Parke, Davis & Co., Detroit.

M. L. Kline, Smith, Kline & French Co., Philadelphia.

L. A. Lange, Yahr & Lange Drug Co., Milwaukee.

L. W. Leithhead, L. W. Leithhead Drug Co., Duluth.

Carl Leich, C. Leich & Co., Evansville, Ind.

P. R. Lance, Wm. R. Warner & Co., Philadelphia.

J. S. Lurie, Owl Drug Co., Kansas City.

H. J. Linneman, St. Louis.

J. Elwood Lee, J. Elwood Lee Co., Conshohocken, Pa.

Jos. Leeming, Thos. Leeming & Son, New York.

C. S. Littell, R. W. Robinson & Son, New York.

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A. H. Lindley, M. D., Munyon Homeo. Rem. Co., Philadelphia.

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H. S. Maynard, Eli Lilly & Co., Indianapolis, Ind.

H. P. McKnight, Texas Drug Co., Dallas, Texas.

Chas. E. Matthews, Sharp & Dohme, Baltimore.

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H. D. Martin, Mallinckrodt Chem. Works, St. Louis.

A. J. More, Hornick, Hess & More.

Theo. Meyer, Meyer Bros. Drug Co., St. Louis.

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Geo. W. Matheson, Emerson Drug Co., Baltimore.

C. F. Michaels, Langley & Michaels, San Francisco.

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W. J. Murray, Murray Drug Co., Columbia, S. C.

G. R. Merrell, J. S. Merrell Drug Co., St. Louis.

Wm. McIntyre, Del.-Penn. Phar. Asso.

Dr. H. C. Mackey, McAvoy Brew. Co., Chicago.

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H. B. Platt, New York.

G. W. Pirsch, Mellor & Rittenhouse Co., Philadelphia.

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D. Van Ness Person, "Oil, Paint and Drug Review," Chicago.

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Mrs. James McCord.

Mrs. C. A. Nicholas.

Mrs. F. M. Odena.

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Miss Owen.

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Mrs. V. Mott Pierce.

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Mrs. F. J. Wall.

In Memoriam

Fredrick Sanford Calhoun	1862-1899
Leon Chiris	1840-1900
Frederick H. Chapin	1852-1900
John Ellis Chapman	1847-1900
Dr. Frederick Humphreys	1816-1900
Thomas H. C. Allen	1822-1900
Samuel B. Schieffelin	1811-1900

DECEASED MEMBERS.

From Organization of the Western Wholesale Drug Association, 1876 to 1900.

Allen, Alfred F	1876-1884
Allen, Thomas H. C	1822-1900
Ayer, James C	1883-1878
Barker, T. B	1892-1897
Baumer, Francis	1895-1897
Billings, Chas. E	1878-1892
Blanding, Wm. B	1879-1892
Bodeker, Henry	1887-1889
Bour, Phillip Andre	1899
Browning, Robert	1876-1891
Bruen, Öscar H	1887-1892
Button, Henry H	1876-1889
Braker, Conrad, Jr	1883-1890
Brown, William H	1882-1889
Bedford, Peter W	1883-1892
Boehringer, E	1885-1892
Bennett, Joseph S	1878-1892
Burnett, Joseph	1885-1894
Burroughs, S. M	1893-1895
Brandreth, Geo. A	1897
Bradfield, Josiah	1883-1885
Bigelow, E. A	1883-1896
Bowen, Henry	1885-1896
Burdsal, James S	1876-1899
Button, Charles P	1893-1897
Calhoun, Fredrick Sanford	1862-1899
Chapin, Frederick H	1852-1900
	1847-1900
Chinia Lagr	1840-1900
Chiris, Leon	1882-1804
Crenshaw, Edmund A	1876-1882
Cobb, Ahira	1883-1897
Coffin, Andrew G	
Colgate, Samuel	1883-1897
Cutler, George	1883-1898

Cutler, Wm. J	1883-1894
Cutler, Waldo E	1883-1896
Carter, Solomon	1883-1892
Cowee, David	1883-1887
Crockett, J. Henry	1883-1891
Davis, Dr. E. H	1893-1896
Demoville, J. F	1878-1884
Dodge, Richard J	1883-1891
Dohmen, Frederick	1898
Dick, Dundas	1885-1892
Drake, P. H	1882-1882
Dodge, James M	1884-1887
Damon, Albert F	1885-1887
DeGolyer, Joseph	1883-1888
Devoe, F. W	1883-1896
Edgerley, J. W	1888-1894
Erhart, Charles F	1871-1878
Eisenbeis, G	1885-1896
Fahnestock, B. L	1876-1888
Farr, James M	1878-1899
Finch, George W	1883-1897
Finlay, George R	1883-1897
Fisher, Alonzo G	1885-1895
Fougera, Charles E	1882-1889
French, Clayton	1883-1889
Farrand, Jacob S	1876-1891
Fritzsche, Paul T	1883-1886
French, William B	1883-1892
Fraser, Edward A	1884-1890
Fultz, Fred A	1894-1899
Chiris, Mosieur Leon	1896
Gellatly, William A	1896 1882-1885
Gilpin, Bernard	1883-1897
Goodman, Chas. F	1877-1895
Gridley, Junius	1885-1886
Gerhardy, Theodore	1878-1893
Greene, Thomas A	1878-1894
Gerity, Clayton R	1891-1897
Hurlbut, H. A	1878-1882
Hinchman, T. H	1876-1892
Henry, John F	1877-1892

Hurtt, B. Scott	1883-1888
Hall, William Henry	1882-1894
Hostetter, David	1882-1888
Hazelton, Wm. Jr	1883-1884
Hodge, John	1882-1895
Hopkins, Frank T	1878-1885
Hoyt, E. W	1884-1887
Hay, Henry Homer	1894-1895
Humphreys, Dr. Frederick	1816-1900
Jensen, Carl L	1887-1887
Kirkland, John L	1879-1892
Kalteyer, George H	1892-1897
Lamar, Col. H. J	1882-1896
Lambert, Jordon W	1882-1888
Laughlin, Samuel	1876-1887
Ladd, Benj. J	1887-1887
Leadbeater, E. S	1896-1899
Lee, Conrad Berk	1896-1897
Lilly, Eli	1898
Logan, Thos. H	1877-1888
Lyman, Henry	1892-1897
Macready, Robert	1876-1895
Mellier, A. A	1876-1889
Merrell, W. S	1876-1880
Merrell, Jacob S	1884-1885
Morrisson, Robert	1876-1888
Malloy, E. S	1879-1879
Maris, John M	1883-1892
McKesson, John	1880-1893
Marsh, Edwin H	1883-1884
Merck, Wilhelm	1885-1899
Metcalf, Theodore	1887-1894
Munson, L. I	1895-1896
Moffitt, John S	1889-1894
Moore, Jerome B	1883-1891
Mellon, John J	1882-1891
Muth, M. Joseph	1885-1898
Myers, Milton L	1882-1892
McDermott, George	1893-1893
Mason, Alfred H	1888-1896
Nickell, James M	1879-1881

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Nichols, Dr. James R	1878-1888
Osgood, Hugh H	1885-1899
Paine, Lemuel C	1893-1899
Park, John D	1876-1894
Parke, H. C	1877-1899
Potter, Warren B	1883-1889
Pozzoni, J. A	1884-1885
Peek, William T	1883-1885
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Purcell, John	1885-1894
Pinkney, Stephen R	1882-1892
Powers, Thomas H	1877-1879
Pinkham, Lydia E	1883-1887
Putnam, John P	1878-1889
Parkes, William S	1887-1891
Quetting, Josef J	1883-1885
Reakirt, Joseph	1876-1880
Richardson, James	1876-1892
Reed, Thomas	1883-1885
Richardson, J. Clifford	1876-1899
Riday, John F	1883-1889
Rosengarten, Geo. D	1883-1889
Richardson, James H	1878-1891
Robbins, Daniel C	1878-1888
Robinson, Richard A., Jr	1876-1899
Rosenthal, Moritz	1884-1896
Robbins, Chas. A	1878-1889
Rankin, Jesse W	1882-1892
Raynolds, Chas. T	1884-1896
	1876-1897
Robinson, Richard A	
Runkle, W. H	1882-1898
Rosengarten, Mitchell G	1883-1898
Schieffelin, Samuel B	1811-1900
Sellers, R. E	1876-1894
Shoemaker, Robert	1882-1896
Stewart, Daniel	1876-1892
Stoutenbergh, Geo. W	1876-1884
Strong, Samuel M	1876-1895
Strother, William M	1899
Spurlock, H. C	1883-1892
Scudder, Samuel V	1883-1889
Steele, William	1898

Smith, Geo. W	1882-1885
Schieffelin, Wm. H	1882-1895
Schoellkopf, Jacob Frederick	1899
Smith, Valentine H	
Shalor Alangon	1883-1890
Sheley, Alanson	1876-1892
Simes, Wm. F	1887-1892
Sondheim, Myer	1884-1888
Stanwood, E. L	1885-1892
Strother, William A	1889-1892
Thomsen, John Jacob	1883-1892
Talcott, Seth	1883-1894
Truax, Perry B	1880-1891
Thompson, William P	1893-1896
Tiemann, Peter Cooper	1891-1894
Thompson, John L	1880-1883
Truslow, Jacob L., Jr	1896-1899
Vennard, William L	1878-1893
Vogeler, Chas. A	1880-1882
Wakefield, C	1882-1885
Wallin, Jarvis R	1885-1886
Weightman, John Farr	1878-1886
Wetherell, Christopher	1887-1892
Wells, William	1883-1892
Weightman, William, Jr	1878-1889
Wilcox, Frederick	1895-1897
Wilder, Edward	1876-1890
Wilder, J. B	1876-1888
Wilkinson, A. J	1876-1895
Williston, C. Lincoln	1899
Wheeler, H. N	1883-1885
Wheeler, Porte C	1882-1883
White, Jacob W	1884-1891
White, Jacob W	1887-1892
Whiting, John L	1885-1896
Whitall, James	1882-1889
Woodward, Wm. R	
Wright, A. W	1887-1892
Zeilin, John H	1882-1896

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Planten & Son, H77 Pine St., New York City Planten & Son, H17 William St., New York City Plumly Co., G. W217 W. 4th St., Philadelphia, Pa. Pond's Extract Company. 76 5th Ave., New York City Powers & Weightman9th & Parrish Sts., Philadelphia Pratt & Lambert (Inc.). 100 William St., New York City
. R
Randolph Paper Box CoRichmond, Va. Reed & Carnrick
Rogers & Pyatt78 Maiden Lane, New York City Rosengarten & Sons19 Fitzwater St., Philadelphia, Pa. Rowell Co., E. N
S
Schoellkopf, Hartford & Hanna Co
Taite's Sons, Joseph

ASSOCIATE MEMBERS—(Continued.)

TI

Ungerer, W. P.........18 Cedar St., New York City United States Capsule Co..........Detroit, Mich.

V

Valentine Meat Juice Works..........Richmond, Va. Vapo-Cresolene Co., The.. 180 Fulton St., New York City Veatch, Byron E....... 288 Wabash Ave., Chicago, Ill.

W

\mathbf{Y}

Young & Smylie.Lorimer & Bayard Sts., Brooklyn, N. Y.

CONSTITUTION.

PREAMBLE.

Whereas, It is desirable to promote fraternal and social relations between the wholesale druggists of the country; to guard against feelings of distrust and jealousy that may at any time arise; to restrain competition by other than honorable methods; to discountenance all customs not in accordance with sound business principles; to establish rules and regulations, whereby all grievances and differences may be fairly and equitably adjusted, we do form ourselves into an association, and agree to be governed by the following Constitution and By-Laws.

ARTICLE I.

The name of the organization shall be the "National Wholesale Druggists' Association."

ARTICLE II.

The officers of this Association shall be a President, five Vice-Presidents, Secretary and Treasurer and a Board of Control, who shall hold their office one year, or until their successors are elected.

ARTICLE III.

Officers shall be elected by ballot at the regular annual meeting; each firm, member of this Association, shall be entitled to one vote, and the candidate who shall receive a majority of the votes shall be declared duly elected.

ARTICLE IV.

It shall be the duty of the President to preside at all meetings of this Association. He shall call special meetings on written application of twenty-five members of the Association.

ARTICLE V.

It shall be the duty of the Vice-Presidents to act in the absence of the President, in the usual order.

ARTICLE VI.

It shall be the duty of the Secretary to keep a record of all meetings, and preserve all correspondence of the Association.

ARTICLE VII.

It shall be the duty of the Treasurer to receive all funds of the Association, and disburse the same under direction of the President, or by vote of the Association, and report at each annual meeting. His accounts shall be audited by a special committee of three, to be appointed annually by the President.

ARTICLE VIII.

The Board of Control shall consist of five members, to whom all grievances, or charges of violations of rules, made in writing, by any member of the Association shall be referred. All reports made to the Association shall be referred to them for consideration, before final action.

ARTICLE IX.

In case of vacancies occurring in elective offices in the interval between annual meetings, the President of the Association is empowered to make appointments to fill such vacancies, subject to the approval of the Board of Control.

ARTICLE X.

Any firm engaged in the wholesale drug business, may, on recommendation of the Committee on Membership and election by the Association, become a member of this Association upon subscribing to the Constitution and By-Laws, and payment of ten dollars initiation fee and an annual due of fifty dollars. Election of members shall be by ballot.

Individuals, firms or companies engaged in business collat-

eral or kindred to the drug business, may be admitted as associate members, in the same manner as provided for the admission of members, except that the annual dues shall be twenty dollars. Associate members to enjoy all the privileges of membership, except that they shall be allowed to vote only on the time and place of meeting.

Any assessment in addition to the regular dues shall be levied only on the active members.

ARTICLE XI.

Any person may delegate, in case of sickness or unavoidable absence, a confidential clerk, who shall present written credentials of the firm he represents. His vote shall then be binding on the firm.

ARTICLE XII.

The annual meetings of the Association shall be held at such place and in such month as shall be named in a resolution of the Association adopted at the last preceding annual meeting, and the exact dates in such month shall be fixed by the Committee of Arrangements and Entertainment subject to the approval of the President. But the President may, in the event of emergency warranting such change and with the approval of a majority of the Board of Control, change the month and date as well as the place of holding such annual meeting, provided notice of such change shall be sent to every member of the Association not less than thirty days before the date which he shall designate, nor less than ten days prior to date, if any previously fixed. Special meetings shall be called at any time by the President upon the written request of twenty-five active members of the Association, and notice of such meeting specifying the object for which it is called shall be mailed to every member of the Association not less than fifteen days prior to the date on which the meeting is to be held. At all meetings of the Association forty members shall constitute a quorum for the transaction of business.

ARTICLE XIII.

Any amendment to, or alteration of, this Constitution can be made at any annual meeting, by a vote of two-thirds of all members present and voting.

No alteration or revision of the Constitution or By-Laws of the Association shall be made except when said alteration or revision shall have been prepared in writing at a meeting at least twenty-four hours previous to taking action on said alteration or revision.

ARTICLE XIV.

There shall be a standing committee of seven (7) on Membership, whose duty it shall be to secure written applications for membership from parties eligible under this Constitution, and to present them to the Association. All names proposed shall be posted at the entrance of the place of the meeting at least twenty-four hours before action is taken upon them.

There shall also be the following standing committees, viz: On Legislation; Proprietary Goods; Drug Market; Memorials of Deceased Members; Adulterations; Paints, Oil and Glass; Credits and Collections; Fire Insurance; Transportation; Commercial Travelers; Entertainment; Fraternal Relations; Violation of Contracts; Infringement of Trade Marks; Passenger Rates and Routes for Delegates to Convention; Box and Cartage; Relations with Local Associations, City and Inter-State; a Committee on Assessment, consisting of the President of the Association, the Chairman of the Board of Control, and the Treasurer, whose duty it shall be to levy an assessment upon the active members of the Association, whenever the condition of the treasury requires it. All standing committees shall be appointed annually by the President. There shall also be special committees on Times and Place of Meetings and on Nom-

inations, each of which committee shall consist of five members to be appointed by the President on the first day of the annual meeting, and the report of such committees may be made the subject of such special order as the Association may direct at each meeting.

ARTICLE XV.

Any member, against whom charges have been made, may after a fair meeting, and upon the recommendation of the Board of Control, be subject to such action as the majority of the Association shall elect.

ARTICLE XVI.

Any member in good standing, retiring from business, and resigning from the Association, may be made an Honorary Member, by vote of the Association, and shall be relieved from the payment of dues.

BY-LAWS.

First. No member shall be allowed to speak more than twice on any question, at the same meeting, without the consent of the majority present.

Second. All speeches shall be limited to ten minutes, unless by consent.

Third. The rules governing the proceedings of this Association shall be subject to parliamentary usages.

Fourth. The members of this Association shall be in honor bound to keep strictly confidential all discussions and transactions of the Association when in executive session.

Fifth. All grievances submitted to the Chairman of the Board of Control shall be presented as early as possible to the said Board with the full statement of all parties interested, and the decision of said committee shall be final, subject to appeal to the Association. But in case any member of said Board is interested, he shall not be competent to act.

Sixth. It shall be the duty of any member of this Association to present to said Board of Control, through any of its members, any unfair or unmercantile act of any manufacturer or dealer with whom the members of this Association have dealings, and the said Board of Control shall take such action as they may deem expedient.

Seventh. Any member who shall fail to remit his dues to the Association by the expiration of the year shall be notified by the Treasurer, and should he fail to respond within three months, the Treasurer shall notify the Secretary of the fact, who shall then inform such member in writing, that unless his dues are at once remitted, his name will be dropped from the roll of membership. If, after thirty days, such member is still delinquent, the Secretary shall erase his name from the roll of membership. Any member of this Association who desires to withdraw must give at least thirty days' notice, and shall not be permitted to withdraw until all dues are paid; and if he shall violate any rules or agreement, he shall be subject to such action as this Association shall deem best. There shall be assessed an annual due of fifty dollars on all active membership firms.

Eighth. Any amendment to these By-Laws may be made at any meeting of the Association by a two-thirds vote of all the members present and voting.

Ninth. There shall be not less than two hours' notice in advance given in the open meeting before the election of officers or the selection of place of next annual meeting shall be entered into.



ORDER OF BUSINESS.

- 1. Call to Order.
- Calling Roll of Members.
- Reading of the Minutes of Last Meeting. 3.
- 4. President's Address.
- 5. Election of Members.
- 6. Secretary's Report.
- 7. Treasurer's Report.
- 8. Report of Committees.
- 9. Miscellaneous Business.
- 10. Installation of Officers.





